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March 31, 2006
Volume 28 Number 13
www.processor.com

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Virtualization: What's So Good About It?

Ease Of Use, Efficiency & Cost Savings Top The List

by David Garrett

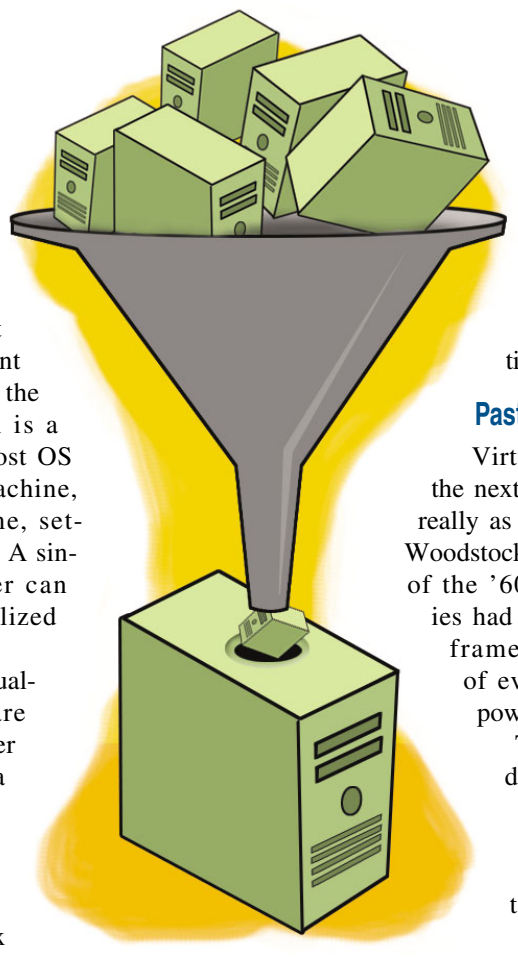
• • •

DO YOU HAVE too many servers? Then virtualization can help. Broadly defined, it's the use of virtual, not actual, servers, processors, storage devices, or even operating systems, to simplify data centers.

If you've ever partitioned a hard drive, you know something about virtualization. A computer with a single drive that's split into four partitions, each of which appears as a separate, physical drive, uses simple virtualization. So do servers with more than one processor. They abstract the processors into a single virtual unit, giving applications the chance to run on multiple processors that appear (and function) as one.

Today, server and storage virtualization top the IT buzz list. Server virtualization lets a single physical server and its operating system (called the host OS) run multiple virtual machines or partitions. A virtual machine is a distinct server environment with different apps or even a different operating system from the host OS. A partition is a new instance of the host OS that, like a virtual machine, has its own host name, settings, and applications. A single virtualized server can hold dozens of virtualized machines or partitions.

Next up: storage virtualization. Here, software combines a vast number of storage devices into a single virtual device that can be managed from one console as if it were a single machine. As a result, complex storage is reduced to a simple interface. And simplicity, as Da Vinci said, is the highest form of sophistication.



Past & Present

Virtualization may be the next big thing, but it's really as old as hippies and Woodstock; it's an invention of the '60s when companies had to partition mainframes to drain them of every last ounce of power.

Times change. Today's servers are cheap, and RAM can be bought by the bucket. Data center managers

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Making The Move To IP-Based PBX

Outsource Or Build An In-House IP PBX Solution?

by Tony Bradley

• • •

TELEPHONE COMMUNICATIONS are the lifeblood of many organizations. Sales departments, call centers, and other business groups rely on the telephone to conduct the majority of their business. Recently, IP-based phone systems, or VoIP, solutions have burst onto the information technology scene, offering new functionality at the same or lower expense. Companies are discovering that migrating from traditional phones to an IP-based communications system provides a whole new realm of functionality and the opportunity to more efficiently administer and monitor telephone communications.

The added functionality and control make IP-based PBX an alluring proposition for many businesses.

The added functionality and control, combined with other efficiency and cost-savings benefits, make IP-based PBX an alluring proposition for many businesses. As with many information technology solutions, one of the first questions that comes up is whether to build a solution in-house or outsource it to a managed or hosted service provider.

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Virtualization & Consolidation

Virtualization is obviously important, but what does it mean for the small to midsized enterprise?

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■ The latest version of **AJC Software's** Windows utility lets users synchronize notebook computers with desktops. ■ **Buffalo Technology** unveiled the TeraStation Pro, a business-to-business edition of its TeraStation NAS device. ■ **Enhance Technology** announced the UltraStor IP, an iSCSI storage appliance. ■ **Netcordia** upgraded its NetMRI network analysis appliance. ■ **RedCannon** announced its KeyPoint Access device, a keychain-sized device that can convert any USB-enabled Windows PC into a secure system. ■ **Reflex Security** launched Reflex VSA, a security appliance for virtualized environments. ■ There are seven security appliances in **Secure Computing's** new SnapGear line for SMEs. ■ **Verity Systems** released the V6000 HDD Max degausser for erasing data from hard drives.

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- ☐ Less than 10
- ☐ 10 - 99
- ☐ 100 - 199
- ☐ 200 - 499
- ☐ 500 - 999
- ☐ 1,000+

2. How often do you purchase computer hardware/software?

- ☐ Weekly
- ☐ Bi-weekly
- ☐ Monthly
- ☐ Quarterly
- ☐ Annually
- ☐ No Involvement

3. What is your annual computer hardware/ software purchasing budget?

- ☐ $0 - $9,999
- ☐ $10,000 - $24,999
- ☐ $25,000 - $49,999
- ☐ $50,000 - $99,999
- ☐ $100,000 - $249,999
- ☐ $250,000 - $499,999
- ☐ $500,000 - $999,000
- ☐ $1,000,000+

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- APRIL -

Gartner Outsourcing Summit 2006
April 3-5
Orlando, Fla.
www.gartner.com/2_events
/conferences/std9.jsp

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LinuxWorld Expo
April 3-6
Boston, Mass.
www.linuxworldexpo.com

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Infotec
April 3-5
Omaha, Neb.
www.infotec.org

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Gartner Midsize Enterprise
Summit Spring
April 9-12
Hollywood, Fla.
www.midsizeenterprise.com
/northamerica

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ASCDI Spring
April 4-8
Miami, Fla.
www2.ascdi.com

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Server Blade Summit
April 18-20
Garden Grove, Calif.
www.serverbladesummit.com

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Philadelphia SecureWorld Expo
April 19-20
Philadelphia, Pa.
www.secureworldexpo.com
/events/index.php?id=217

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DAMA International Symposium
April 23-27
Denver, Colo.
www.wilshireconferences.com

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Interop
April 30-May 5
Las Vegas, Nev.
www.interop.com/lasvegas
Visit *Processor* at Booth 2165

- MAY -

Systems & Software
Technology Conference
May 1-4
Salt Lake City, Utah
www.stc-online.org

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Symantec Vision
Technology Conference
May 8-11
San Francisco, Calif.
www.veritas.com/vision

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Gartner Symposium/ITXpo
May 14-18
San Francisco, Calif.
www.gartner.com/2_events
/symposium/worldwide.html

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Annual AIIM ON DEMAND
Conference & Expo
May 15-18
Philadelphia, Pa.
www.aiim.org

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Houston ITEC 2006
May 17-18
Houston, Texas
www.goitec.com

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Detroit ITEC 2006
May 24-25
Detroit, Mich.
www.goitec.com

- JUNE -

Gartner IT Security Summit 2006
June 5-7
Washington, D.C.
www.gartner.com/2_events
/conferences/sec12.jsp

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Dallas ITEC 2006
June 7-8
Dallas, Texas
www.goitec.com

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InfoComm 2006
June 7-9
Orlando, Fla.
infocomm06.expoexchange.com

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ICCA National Conference
June 9-11
Newark, N.J.
www.icca.org/confinfo
_june2006.asp

MarketPlace NEWS



Microsoft Delays Some Vista Versions

Although Microsoft will still release some business versions of the new Vista operating system in November as planned, the consumer version will not be released until January of next year. Microsoft says the newest delay is because of the company's efforts to improve the security of the OS. Microsoft's business sales are highly profitable, but delaying the consumer release will hurt computer makers and retailers who were counting on having new Vista systems ready for consumers in time for the holiday shopping season. Microsoft also announced its release of Office 2007 will be delayed to coincide with the Vista release, with business versions of Office 2007 ready late this year, and the consumer version scheduled for release in early 2007.

HP Employee Data Stolen

A laptop containing names, addresses, social security numbers, and other personal information on 196,000 current and former HP employees was stolen from Fidelity Investments, who owned the notebook and provides services to HP. Anne Crowley, spokesperson for Fidelity, says the stolen computer did not have the personal identification numbers for logging in to Fidelity's financial services. Crowley says the thief would need a special application, which expired a day or so after the notebook was stolen, to access the information; so far, there has been no indication the data was exploited.

India, China To See Big IT Gains

Research firm IDC predicts that India will see growth of 21% in IT spending this year, while China will see 14% growth. The United States is expected to experience 5.8% growth, down from 6.4% last year. For the overall global IT spending growth rate, IDC forecasts 6.3%, down slightly from last year's 6.9%. For specific market segments, the software sector leads the pack with IDC's prediction of up to 7% worldwide growth, while hardware and services follow with a 6% growth forecast. IDC attributes the overall worldwide growth slowdown to the weakening of the infrastructure upgrade cycle.

Microsoft Takes Steps To Appease EC

Microsoft says it will now offer free, unlimited technical support to companies that license its protocols for workgroup servers. EC spokesperson Jonathan Todd says, "Technical support is only helpful once the documentation has reached a certain quality standard." The commission still believes Microsoft has not complied with the commission's 2004 antitrust ruling and could be fined nearly $2.5 million a day for noncompliance. Part of the ruling involves supplying competitors with sufficient technical documentation to make their products work with Windows products. Microsoft is working with a commission-appointed trustee to improve the technical documentation.

Oracle Fiscal Q3 Profit Up

For its fiscal third quarter ended Feb. 28, Oracle reports its net income increased from $540 million, or 10 cents a share, at this time last year to $765 million, or 14 cents per share, this year. The company's revenue increased from $2.95 billion last year to $3.47 billion. After excluding items, Oracle reports a profit of 19 cents per share, beating Wall Street estimates of a per-share profit of 18 cents.

Google Launches Financial Site

In an attempt to compete with the successful Yahoo! Finance site, Google launched Google Finance (finance.google.com). The new site includes links to important financial news from the day and includes interactive charts with market data and dated news stories to help users get an idea of how particular news impacts the markets. The company says Google Finance differs from other leading financial pages in that it "offers a broad range of company news and information in order to deliver more relevant, unbiased results in a clean, uncluttered user interface."

Microsoft Shifts Management

Microsoft announced that Steve Sinofsky will now oversee Windows development. Sinofsky joined Microsoft in 1989 and had been in charge of Microsoft's Office division. Sinofsky will report to Kevin Johnson, who will continue to lead the Platform & Services Division. Jim Allchin, co-president of the division, still plans to retire once Vista ships. The former head of the Windows client group, Will Poole, will now be senior vice president in the newly created Market Expansion Group.

Microsoft Security Chief Resigns

Mike Nash, who has been responsible for Microsoft's overall security strategy and the company's response to security threats, will take a sabbatical beginning in June. Ben Fathi, who currently manages the Windows file server group, will replace Nash. Nash has been with Microsoft for 15 years and will take on a new position after returning from sabbatical.

Lucent & Alcatel Considering A Merger

Telecommunications equipment makers Alcatel and Lucent Technologies are considering a possible merger. A merger of the two companies would help them defend against competitors such as ZTE and Huawei Technologies that are increasingly trying to take market share from them. Lucent's strength is in its customer base in North America, while Alcatel is strong elsewhere, such as in Asia and Europe; a merger would combine these customer bases without much overlap. It would also mean a more powerful services business, which has been a focus for both firms.

Palm Reports Fiscal Q3 Profit Up

Palm's fiscal third quarter, which ended March 3, saw net income increase from $4.4 million, or 4 cents a share, at this time last year to $29.9 million, or 28 cents a share, this year. Revenue was also up, increasing 36% from last year's $285.3 million to this year's $388.5 million. Excluding certain items, fiscal Q3 profit was 19 cents per share, beating analysts' estimates of 17 cents a share. Palm attributes the profitable quarter primarily to strong Treo sales.

Google To Join S&P 500

Google will become part of the Standard & Poor's 500 index on March 31, replacing Burlington Resources, which is being purchased by ConocoPhillips. The move was largely expected because Google's market value has surpassed that of many well-known companies. The search tool introduced shares in August 2004 at $85 a share. On March 27, shares were trading at more than $369.

NEC, Sony & Toshiba To Start 45nm Chip Production?

Japanese newspaper *Mainichi Shimbun* reports that Sony, Toshiba, and NEC Electronics will start producing 45-nanometer microchips about 2010. Last month, the three companies announced they will work together on developing the advanced microchips, sharing their technological knowledge and the high costs, but all three organizations deny the new report saying they will actually produce the chips. Company spokespersons for NEC and Toshiba say the two firms are looking into the possibility of producing 45-nanometer chips together, but Sony is not involved.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	March 20	March 27	% change from previous week
Avaya	AV	$12.20	$11.82	$11.95	▲ 1.1%
BEA Systems	BEAS	$7.97	$12.35	$12.92	▲ 4.62%
Computer Associates	CA	$27.24	$27.78	$27.13	▼ 2.34%
Cisco Systems	CSCO	$17.74	$21.67	$21.69	▲ 0.09%
Dell	DELL	$38.43	$29.79	$30.10	▲ 1.04%
Electronic Data Systems	EDS	$20.27	$27.60	$27.68	▲ 0.29%
Google	GOOG	$178.98	$347.24	$369.50	▲ 6.41%
HP	HPQ	$19.76	$33.99	$33.11	▼ 2.59%
IBM	IBM	$90.52	$83.65	$83.08	▼ 0.68%
Intel	INTC	$23.39	$19.64	$19.75	▲ 0.56%
McAfee	MFE	$22.78	$25.98	$24.91	▼ 4.12%
Microsoft	MSFT	$24.18	$27.89	$27.01	▼ 3.16%
Oracle	ORCL	$12.49	$13.74	$13.84	▲ 0.73%
Red Hat Software	RHAT	$10.55	$29.50	$28.80	▼ 2.37%
Sun Microsystems	SUNW	$4.08	$4.84	$4.99	▲ 3.1%
Symantec	SYMC	N/A	$15.65	$16.03	▲ 2.43%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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Wireless Management Software

Top Tools For Managing & Testing RF Signals

by Sandra Kay Miller

• • •

Wireless signals are multiplying exponentially. There are cellular networks, Wi-Fi networks, Bluetooth devices, and RFID applications—both active and passive. Wireless reaches out on laptops, PDAs and handheld devices, inventory tracking equipment, and even the telecom industry as wireless VoIP phones gain traction.

WinterGreen Research of Lexington, Mass., pegged fixed wireless, Wi-Fi, and WiMAX markets at $2.4 billion in 2004 and anticipates they will collectively reach $12.4 billion by 2010.

CTIA, the wireless industry association, estimates there are approximately 204 million cellular phone users in the United States. China has twice that with 400 million users, with mobile phone users exceeding those using landlines since 2003. INSIGHT Research puts worldwide use of cellular communications at 1.7 billion subscribers in its 2006 Telecommunications Industry Review.

According to a recent Research & Markets report, the RFID industry stood at $1.95 billion last year and is expected to reach almost $27 billion over the next 10 years.

In-Stat/MDR reports that Bluetooth shipments have more than doubled consecutively for the past four years. Penetrating the market in products such as laptops, audio headsets, automobiles, phones, PDAs, and portable digital music players, advances in this short-range wireless technology will continue to fuel adoption throughout both consumer and business sectors.

With all these wireless signals beaming through the air, tools to track and manage wireless signals are emerging. Here's a look at what's available.

Wireless Hindsite

For serious RF deployments, such as digital cellular for 2.5G and 3G networks or digital Public Access Mobile Radio networks, Willtek's 8010 Hindsite RF Propagation Test Software is one of the top tools available for implementing, capacity testing, real-time monitoring, and troubleshooting of RF networks. Hindsite runs on a Windows-based laptop and can be combined with either of Willtek's receivers—the 8300 Griffin or the 8100 GPR (starting at $16,000).

The software provides powerful data analysis functionality and flexible reporting. Hindsite will aid wireless engineers in their planning, testing, and deployment of new RF technologies such as CDMA2000, GPRS, TETRA, and UMTS.

Notable features in Hindsite include onboard GIS (Geographical Information System) capacity that lets users overlay real topographical maps with geographical information systems, route tracing,



SnapShot

Willtek 8010 Hindsite RF Propagation Test Software

Starts at $9,000

Aids network operators in planning and measuring the capabilities of wireless stations for deployments of advanced technologies such as GPRS and UMTS

www.willtek.com

gap distance analysis, multiple methods of data presentation (graph, map, and table), and export functions for porting data into ASCII format for use with external wireless planning applications.

Mapping The Air

Sure, it's easy to set up a Wi-Fi network, but to have an accurate understanding of the airspace covered by RF signals, Berkeley Varitronics has introduced Hive Wi-Fi Mapping Coverage Software that works in conjunction with its Yellowjacket 802.11 Wi-Fi receiver system ($2,500 to $3,200). The software includes the capability to create floor plans from image files (BMP, GIF, JPG, and TIF) and import existing floor plans for RF site surveys. It can be installed on an iPAQ Pocket PC, so surveys can be conducted in real time to get a complete view of the wireless network.

The Hive software is composed of three components. Site Initiator and Site Supervisor let users create, import, and modify floor plans and insert access point information through touchscreen controls. After each measurement is entered, the software automatically saves to reduce the chances of data loss. The Windows-based Site Investigator lets you plot and view surveys in both data table



SnapShot

Berkeley Varitronics Hive Wi-Fi Mapping Coverage Software

$2,500

Using either Berkeley's Wi-Fi analysis receiver or an iPAQ Pocket PC, the Hive software provides handheld site surveys to be conducted in real time both indoors and outdoors

www.Processor.com/BVSystems17

and graphical format, plot coverage by individual access points or groups of access points, and print or export data into ASCII for use with spreadsheet applications.

Wireless Tracking

Question: What do sheer curtains from Lowe's, a bottle of prescription medication, and a printer at Sun Microsystems have in common? Answer: They are all identified and tracked using RF tags. Touted as the replacement for barcodes, RFID and Wi-Fi tracking have been making major advancements in the public/consumer, manufacturing, energy, financial, hospitality, technology, and healthcare sectors. Companies such as IntelliTrack and Ekahau have developed solutions for tracking and managing assets using two different wireless technologies.

IntelliTrack is the leader in RFID software for automated data collection. It has software packages for warehouse management systems, inventory management, shipping and receiving, inventory, fixed assets, checkout, and tracking. Realizing the level of customization that individual enterprises need in order to effectively leverage RF technologies, IntelliTrack also provides a Software Development Kit that provides programmers with the capability to develop RF-based client/server applications for PSC Falcon terminals.

The Ekahau Real-Time Location System also provides real-time tracking and management software; however, instead of using active RFID tags, Bluetooth, GPS, and TDOA (Time Difference of Arrival) technologies, Ekahau takes advantage of existing Wi-Fi access points through a patented RF modeling technology and Wi-Fi tags. This means any Wi-Fi network can be utilized as a sensor network for real-time tracking and management.

Ekahau's RTLS is composed of three modules—Finder, Tracker, and Logger—that provide users with the ability to render location and tracking data into valuable information that can be distributed through various channels such as a Web page, email, or SMS.

The Ekahau Finder lets users submit concurrent queries in real time based on name, ID number, or location. Tag locations are displayed on a map. Queries can be made from any networked device supporting a standard Web browser.

The Tracker application comes in three sizes: Tracker Lite, Tracker Pro, and Tracker Enterprise. Tracker Lite provides tracking and management along with basic reporting functionality, while Tracker Enterprise

ekahau
Innovation Through Location

SnapShot

Ekahau Real-Time Location System

Utilizes Wi-Fi tags for real-time monitoring of traceable resources such as laptops, PDAs, mobile phones, and other tagged items; RTLS consists of a query tool, Finder; a tracking tool, Tracker; and Logger, for historical data

www.ekahau.com

offers a robust list of features such as location history, external alarms, customizable interface, and Web interface. Tracker Pro includes everything except the Web-based interface.

The Logger application provides a database for storing historical data.

Ekahau's pricing is based upon the number of objects being tracked. On average, tags cost about $60 each when purchased in quantities of hundreds, and a total system can range from the low tens of thousands to a couple hundred thousand dollars.

Missing (Blue) Tooth

Despite the rapid growth of Bluetooth devices, software for tracking and managing Bluetooth signals is few and far between. The major players in the wireless IDS space have begun adding Bluetooth tracking to their products; however, at this point they are only freeware utilities. AirDefense (www.airdefense.net) offers BlueWatch. AirMagnet (www.airmagnet.com) has introduced BlueSweep, and BlueScanner integrates into Network Chemistry's RF Protect Mobile product (www.networkchemistry.com).

However, companies are seizing on a steady adoption of Bluetooth technology and beginning to bring products to market. Bluelon's iTrack Manager software (www.bluelon.com) is currently in beta. When released, iTrack Manager will offer a full-scale Bluetooth-based tracking and location system as well as access control.

Although many wireless management software solutions may appear to be mature, the space is still rapidly evolving to include new technologies, features, and functionalities.

IntelliTrack

SnapShot

IntelliTrack RF Software Development Kit

$9,995

Provides the ability for programmers to develop RF-based client/server applications for PSC Falcon terminals

www.intellitrack.net

Buying Tips

Verify that the software purchase will fit your needs. For example, make sure that Wi-Fi solutions cover the 802.11 flavor (a, b, and g) deployed with your organization.

Examine the licensing agreement. Some solutions, especially those utilizing larger databases, sometimes require an additional license agreement for the database.

Remember security. Make sure that the ways in which wireless tracking devices communicate have the appropriate level of security required for your environment.

Educate yourself on the range of the tracking technology the software is to manage. For example, a passive or nonpowered RFID tag can be powered at a distance by a reader device. The receiver, which must be within a few feet, pulls information off the tag and then looks up more information from a database. Alternatively, some tags are self-powered, active tags that can be read from a greater distance.

Know what types of devices and operating systems the software supports. While some solutions may operate on handheld devices running portable operating systems, others require laptops running a full OS and standard Web browser.

Look for scalability. As your organization grows, so will the use of wireless. Make certain the management software can support growth and future technologies without a significant upgrade or entire replacement.

To see *Processor* Showcase advertisements for products in this category, look in the Showcase Index on page 5 and find the Wireless Management ads under Software/Network & Systems Mgmt.

PROCESSOR® SHOWCASE

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Communications
Network Security, Routers, Storage Networking, Switches, Telephony, Wireless

Physical Infrastructure
Cabling, Environmental Controls, Fire Protection, Power Distribution, Racks

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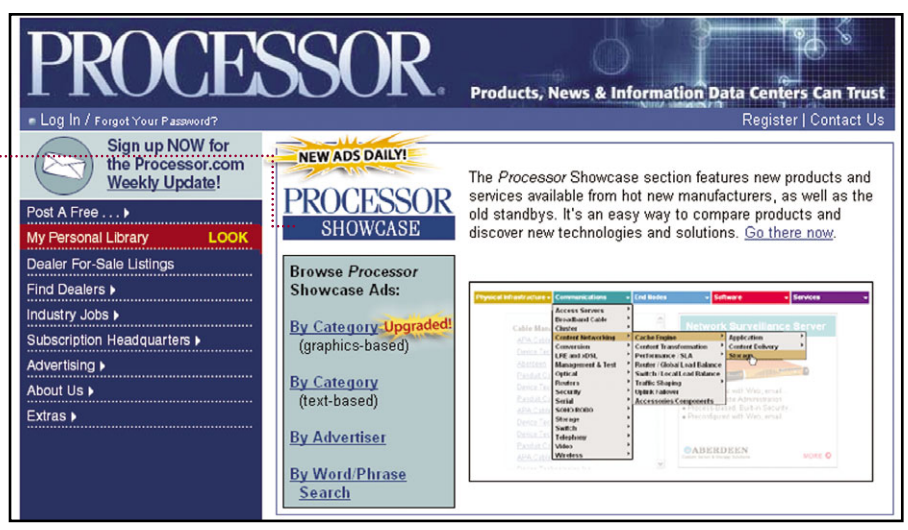
Processor Showcase

You should be familiar with the print edition of our Showcase advertising section—it's the section beginning on page 5 of this issue that displays dozens of products of interest to data center and IT professionals. Now there's an electronic counterpart with hundreds more products we can't fit in print.

If you know the specific manufacturer or advertiser you're looking for, click Browse By Advertiser. If you're looking to see if a solution exists, click one of the By Category links (either graphics-based or text-based) or the Word/Phrase Search link.

The Word/Phrase Search is the quickest route but choose your keywords wisely to ensure you get the best results.

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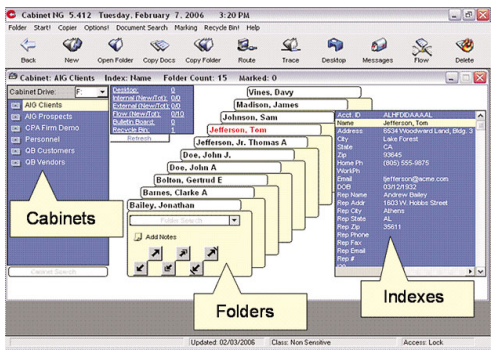
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Software - Network & Systems Mgmt. Advertisement

CNG-SAFE (Shared Access Filing Environment) Helps Improve User Productivity

Cabinet NG helps SMBs/SMEs improve business efficiency, without complicating the current processes. Because "**Paper Cuts Profit®**," Cabinet NG's CNG-SAFE document management software minimizes paper in key workflow intensive areas, including documentation, accounting, and compliance.

Documentation
In most industries, more than 80% of a company's information resides in unstructured (paper) and difficult-to-find documents. Fast access and control over business-critical documents is essential to minimizing costs and improving efficiencies. CNG SAFE provides the document management platform for electronic retrieval, routing, and archiving of these documents.

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The SMB/SME accounting function is continually challenged by paper gridlock. CNG-SAFE turns AP/AR and other paper bottlenecks into efficient, streamlined electronic processes. This helps CPAs save time and reduce data entry and filing errors in a way that makes filing and finding documents quick and easy. For QuickBooks users, CNG-Books merges document filing/data entry into a single automated process and enables viewing documents directly from within QuickBooks.



Cabinet NG captures your processes electronically

Compliance
CNG-SAFE is a vital tool for companies striving to meet compliance requirements. Businesses today are under increasing regulatory pressure to secure and track their financial, personnel, and private customer information. CNG-SAFE offers a secure and effective way to manage information lifecycle requirements through retention classes, version control, and other critical compliance features.

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Manufacturer Presentation
Software - Security Advertisement

Streamlined HIPAA Compliance & Secure Application Access

EpicTide & AEP Networks Join Forces On Solution

In recent years, healthcare providers have streamlined processes by offering their partners secure access to sensitive applications. Now, healthcare providers want to streamline existing processes for HIPAA privacy audits involving those applications. AEP and EpicTide have addressed these needs by integrating AEP's remote access solution with EpicTide's auditing and log centralization solution. For the first time, healthcare organizations can create a comprehensive forensic audit trail across all of their applications and systems, including their VPN. The combined solution also enables organizations to produce analytics such as detailed trending on application access and security-related events.

EpicTide (www.Processor.com/EpicTide) is a leader in software solutions that help organizations increase their security responsiveness, automate compliance and reduce associated costs. **AEP Networks** (www.Processor.com/AEP), the specialist in network and application access security, delivers infrastructure security solutions that are easy to use and manage while offering exceptional value and mission-critical reliability. The company provides a full range of solutions, including identity-based application security gateways, highly secure VPNs, SSL VPNs and cryptographic key management products, to meet the most demanding requirements of public-sector and commercial customers around the world.

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Mobile Data Protection Solution

CREDANT Mobile Guardian 5.1 "Follows The Data" Across All Endpoints

CREDANT extends policy-driven security management and controls across the entire mobile data lifecycle and supports Collaborative Mobile Data Security—an enterprise-hosted model that allows organizations to control security policies for data on mobile devices owned by business affiliates. By delivering a comprehensive solution that allows organizations to control and protect all mobile data with security that "follows the data" across all endpoints, CREDANT closes the security gaps created by mobility.

CREDANT Mobile Guardian provides comprehensive protection by mapping the Mobile Data Security Life Cycle to four key process elements: Detection, Protection, Management, and Support. This provides organizations with a strategic approach that enables them to protect data at all times and implement cost-effective compliance controls that adapt to changing business requirements. CREDANT's cross-platform policy enforcement ensures security "follows the data" across the broadest number of platforms managed from a single console. CREDANT Mobile Guardian delivers the only architecture that manages the entire Mobile Data Security Lifecycle. In version 5.1 of CREDANT Mobile Guardian, CREDANT strengthens security across the entire lifecycle with the following enhancements:

- Encryption of Removable Media – enforces the Intelligent Encryption of data moved to any removable storage device.
- Intelligent Encryption of Application Data – enforces the encryption of data created by business applications to protect against user error or malicious action that would leave data exposed.
- CREDANT 2go – enables employees to "point, click, encrypt" files for secure transfer via email, instant messaging, or other means.
- Out-of-the Box Support for Two-factor Authentication – supports industry-leading solutions including RSA SecurID for Windows, IBM Biometric Authentication, and Smartcards.
- Over-the-air Deployment, Activation, 'Data Kill', and Policy Updates –includes interoperability with third-party device management and synchronization providers, over-the-air activation and policy updates, and immediate, enforceable, "Data Kill."
- Expanded platform coverage – comprehensive platform support includes Windows Mobile 5 and the automatic detection and provisioning of Symbian devices.
- Enhanced Audit and Reporting – administrators can easily generate detailed reports on the use of mobile devices within the organization, quickly determine if notebook or handheld computers are secured and in compliance, and export the data to third party reporting tools.

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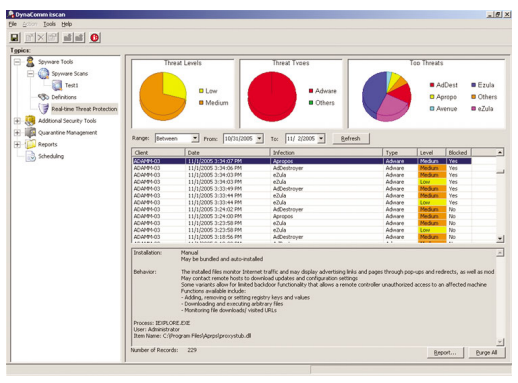
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Manufacturer Presentation
Software - Security Advertisement

FutureSoft Enhances Endpoint Security Software Solution

DynaComm i:scan (enterprise antispyware software and endpoint security management) provides administrators with the ability to manage a range of endpoint security tasks from a single console, saving time, simplifying support, and improving security of desktop and mobile devices.

Version 6.0's Highlights:



- Removes and protects against spyware for both local and mobile users
- Locates and eliminates P2P (peer-to-peer) file-sharing applications
- Removes unauthorized IM (instant messaging clients)
- Identifies pornographic images that could be a source of harassment lawsuits
- Locks down desktop applications
- Manages USB devices
- Protects high-value corporate data assets with real-time monitoring

DynaComm i:scan is already in use in some of the world's largest companies and network infrastructures, and this new release extends the management, real-time reporting and mobile user protection to further enhance endpoint security for enterprise users.

"Business administrators are facing a growing range of threats and are having to therefore deal with more and more security tools. DynaComm i:scan enables them to manage the full range of desktop and mobile user, content and endpoint security functions, from a single console." Tim Farrell, Chairman and CEO of FutureSoft

Download An Evaluation Copy: www.Processor.com/FutureSoft

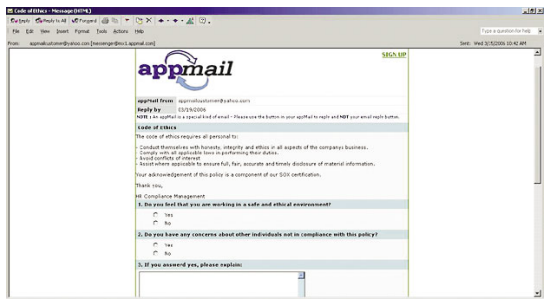
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Manufacturer Presentation

Software - Messaging & Groupware Advertisement

If You Like Email, You Will Love appMail.



Dash, appMail's integrated platform for structured email communication, automates business processes and boosts workflow productivity. appMail's proprietary collaborative software manages core business functions entirely through email, leveraging knowledge workers' most widely used workflow tool. Dash distributes policies to employees' inboxes, collects affirmations, consolidates responses, and sends reminders for outstanding requests. Dash provides organizations of any size the tools necessary to optimize information distribution, collection and, analysis and increases productivity as important business processes are completely automated.

Features
Dash, a Web-based email tool, offers a new way to manage policy distribution and ensure employee compliance through email. Organizations can design and send policies via email and then capture and analyze responses. Dash puts structure in email without using attachments; consolidates all email responses into one; stores all responses in a database; allows for preset delivery dates, reminders, and dates to receive a consolidated report; and is user-friendly. Templates of most standard forms are available to help save time.

Benefits
Dash enables organizations to use email to design and send customized surveys and compliance documents and to collect and consolidate all email responses into one organized report.

Dash saves time and processing costs as information is exchanged easily via email and reports are generated from data automatically collected. The Dash universal email solution provides tools to facilitate compliance with Sarbanes-Oxley and similar regulatory requirements. Dash takes email to the next level by automating and improving business processes.

For a free demo, go to
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appmail

Phone
(877) 727-7624

Manufacturer Presentation

Software - Security Advertisement

PortWise 4.5

Redefining Identity and Access Management for the Mobile Enterprise

New Features Include:

- **Enhanced Client-side Security** – Provides better control over what devices gain access and what applications are allowed inside the network
- **Extended Identity Management** – Supports federated identities and standard protocols to further integrate with current security and business infrastructure
- **Graphical Reporting** – Generates real-time and historical reports of all remote access activity
- **Triggers and Alarms** – Enables administrators to be proactive and define notification alarms for unusual events
- **Dynamic Application Portal** – Automatically adjusts portal view for device screen size

PortWise 4.5 is a landmark release and delivers more comprehensive, integrated, and secure access to corporate applications and data for mobile employees, business partners, and end users. Building on trusted and proven PortWise technology, the 4.5 version empowers organizations to take a more proactive, informed, and extensive approach to protecting against identity theft and Internet espionage.



The PortWise platform has the following benefits:

- 5 Core Technologies
  - Clientless SSL VPN Access
  - Strong Authentication
  - Single Sign-On and Federated Identities
  - End Point Integrity and Protection
  - Midpoint Integrity
- Extensive and Granular IAM Policy Management
- Central Audit, Reporting & Alerting
- Enterprise Administration
- Scalable Enterprise Architecture

PortWise™

PortWise 4.5 is currently available.
Visit www.Processor.com/PortWise for more information
or call 650-472-3582

Manufacturer Presentation

Software - Messaging & Groupware Advertisement

GFI MailEssentials: Spam & Phishing Protection

GFI MailEssentials 12 (antispam software) now protects users from phishing emails by detecting and blocking them before they reach the recipient's mailbox.

Featuring PURBL, a phishing URI realtime blocklist, GFI MailEssentials 12 extracts links from the message body and checks them against a list of well-known phishing sites. GFI MailEssentials 12 also scans typical phishing keywords, which identify and treat the message as spam once found.

The Exchange administrator's daily workload is greatly minimized as the software works at server level, so administrators do not need to install antiphishing software on every desktop. The product also features server-based Bayesian filtering technology that automatically adapts to each organization's email environment so administrators do not need to intervene.

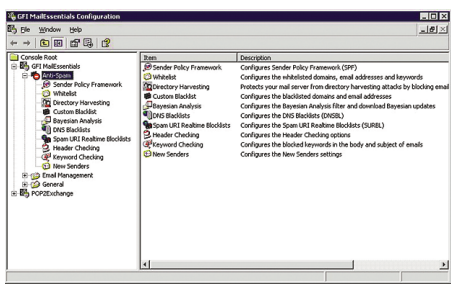


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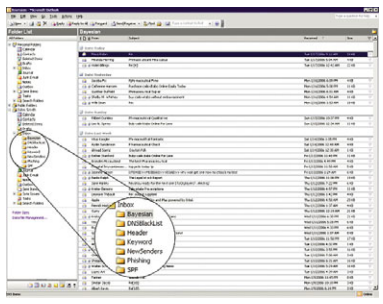
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www.Processor.com/GFI

GFI MailEssentials 12 incorporates GFI's investment in developing innovative technologies to reduce the number of legitimate emails blocked in error. Features such as email header analysis and keyword checking, and sender- and recipient-based whitelists, in addition to Bayesian filtering technology, significantly curb the number of false positives.

David Vella, product manager for GFI MailEssentials, says, "Email phishing scams have already cost companies millions, both in terms of time spent combating the problem and dealing with the effects of the scam. GFI MailEssentials 12 allows business efficiency and security to go hand in hand, allowing companies to use their resources and infrastructure in a far more efficient and cost-effective way."



GFI MailEssentials Configuration



Users can review spam email

GFI

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Manufacturer Presentation

Software - Mobility Advertisement

Sales Anywhere from Sybase Subsidiary iAnywhere

Sales Anywhere is a customizable, packaged mobile software application that enables users of Siebel, PeopleSoft, SalesLogix, SAP, Dendrite, and other SFA systems to get mobile access to their contacts, call reports, forecasts, and more on their handhelds. Sales professionals can access time-critical information not only from these systems, but also from a variety of other sources, including inventory information from ERP systems and product and pricing information from corporate intranets.

Sales Anywhere features include:

- Mobilizes all key sales & corporate resources
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- Handheld-optimized
- Broad Platform Support
- Rapid Deployment & Low TCO
- Always-available access

Sales Anywhere for Salesforce.com provides anywhere, anytime access to Salesforce on Windows Mobile and Palm OS devices, with or without a wireless connection. Whether at a customer site or in an airplane, industry-leading ease of use and robust synchronization ensure that sales professionals always have quick and reliable access to Salesforce to maximize field productivity and effectiveness. Productivity features include advanced search and initiating email and phone calls from within Sales Anywhere. Sales Anywhere is simple and cost effective to deploy and maintain. No administrative setup is necessary; users simply install Sales Anywhere and instantly have access to their Salesforce data.

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Setting Up A Virtual Machine Environment

With Planning, Making The Leap Into Virtualization Can Be Painless

by Elizabeth Millard

• • •

With all the benefits of virtualization, many small and midsized enterprises have done at least some virtualization planning or considered bringing the strategy into their environment.

Decoupling the physical hardware from the operating system and running multiple systems side-by-side has been a handy way to boost IT resource utilization and flexibility.

But like other major technology decisions, the switch to a virtual environment has the potential to be disruptive to a company if the move isn't done with plenty of forethought. With careful planning, an SME can hit the ground running on initial implementation and streamline management once the environment is in full swing.

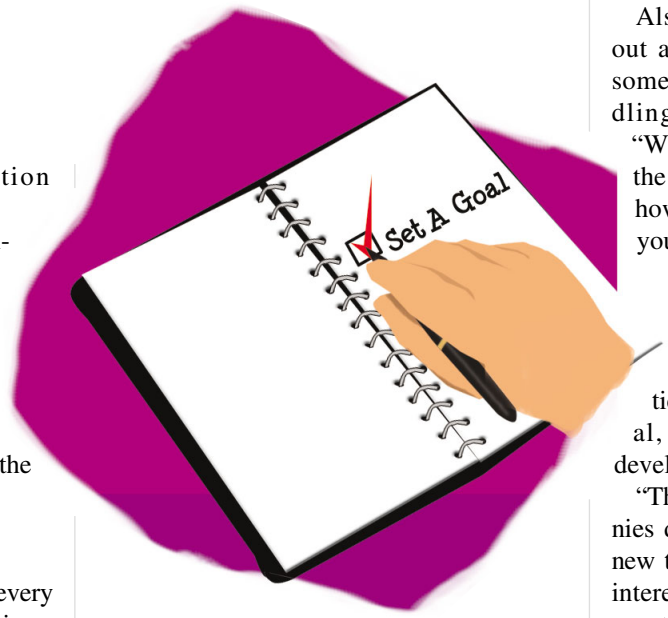
Set A Goal

In creating a virtualization strategy, every component that will be part of the environment should be tallied, says Craig Johnson, manager for IBM's iSeries servers. But just as important is to understand why the move is being considered in the first place.

"Before even thinking about why you want to virtualize and beginning to look at elements like processors and storage, figure out your objective," says Johnson.

Simply noting a benefit such as better utilization won't mean much if it doesn't translate into how that utilization will impact staff roles, storage policies, backup procedures, and management responsibilities.

Often companies choose virtualization because they want to run multiple systems on the same processor, Johnson notes, or ease interoperability concerns with applications. Cost could also be a factor, which tends to be a driver more often with SMEs, notes Jack Zubarev, spokesperson for virtualization company SWsoft.



If there's an overarching, clearly defined goal, it helps consultants and vendors recommend appropriate products, and it gives a migration plan a path to follow.

"Basically, ask yourself: Where's my pain?" says Zubarev. "Virtualization can be deployed in a number of different scenarios, but it works best if it's understood whether the situation is to cut hardware costs or create more manageable infrastructure or create an environment that can be scaled."

Make A Plan

Once a goal is set, an SME can concentrate on creating a migration route that will keep disruption to a minimum.

Usually, virtualization is considered when a number of servers are up for replacement, so part of a plan would be to factor in whether existing servers will be utilized or if a few new servers will be brought in.

Also talk to vendors when hammering out a migration, Zubarev notes, because some types of servers are better for handling virtualization tasks than others. "Which type of server is best depends on the types of applications you're running, how much is mission critical, and what your downtime tolerance is," he says.

Often, companies turn to preinstalled or preconfigured products to ease the transition. (See "Virtualization OSes & Apps" on page 11.) SMEs in particular find this an easy way to go virtual, says Dan Chu, senior director of developer products at VMWare.

"These types of applications move companies down the curve in terms of validating new technology," he says. "There's a broad interest, and now there are many environments that are available." For example, VMWare has more than 75 environments.

In all parts of the plan, there should be milestones, says Zubarev. The benefits of a virtualized machine include more efficiency in leveraging IT resources, reducing costs, and boosting productivity. An IT department should look at ways to track these major areas and also keep an eye on its original goal to make sure virtualization is working as envisioned.

"Virtualization works best when it makes sense for a company and is seen as a way to get to a larger aim," Zubarev says. "It's a set of tools, and like any kind of technology that can be described that way, it's what you do with the tools that matters."

What Not To Virtualize

Although many experts tout the benefits of a virtual environment, there are some times when the strategy doesn't make sense, says Craig Johnson, manager for IBM's iSeries servers. For a company that has several mission-critical applications and must have 100% uptime, virtualization can be tricky.

"If you take five servers and collapse them into one, you have to think about your availability," says Johnson. "Before, if one went down, you'd have four others to depend on. But if you don't plan for outages, you could be in trouble." Companies need to either implement more extensive downtime prevention strategies, live with uncertainty, or skip virtualization, Johnson notes.

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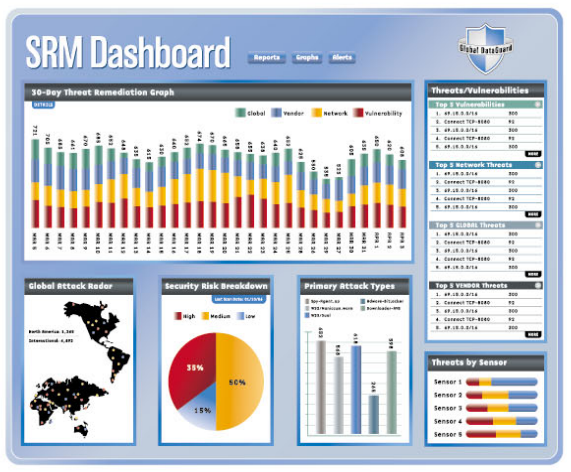
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Virtualization: What's So Good About It?

Continued from Page 1

have adopted a "one app/one server" model in response: They add a new server each time they add a new app. It's a practice that's led to server sprawl, according to Sergei Beloussov of SWSoft, a leading maker of virtualization software.

"It requires companies to have several separate hardware units for separate applications, and separate hardware units for separate departments," he says. "If you multiply the number of hardware units by the number of departments and the number of applications, you end up with 10,000 servers." That's too many servers with too much heat, making the power bill, the support bill, and even the aspirin bill too steep.

"The reason that people used separate servers was not for performance," says Beloussov, "but actually because they needed to separate responsibility and management schedules between different applications and departments." As a result, he adds, "you have average utilization that's less than 5% to 10% according to some industry analyses."

Such figures make software such as SWSoft's Virtuozzo (www.virtuozzo.com), one of the few tools that combines virtualization with a wide range of automation features, attractive to data center managers. Research firm IDC says that $19.2 billion of virtualization software was sold in 2004, which pales next to the $30 billion it believes will be sold in 2008.

Server Virtualization

The largest part of that market belongs to server virtualization, in which a server's hardware is severed from the OS by an abstraction layer that's referred to as the VMM (virtual machine monitor) or partition manager. This lets the server run multiple virtual machines or partitions.

"We can achieve much higher density," says Beloussov, "and run much higher numbers of partitions per server. Running 50 on the same hardware is better than running 25."

Some virtualization products store virtual machines and partitions as single files on the server, letting you move them from server to server with ease, much as you'd move a spreadsheet.

That kind of simplicity has its benefits. First, you have fewer servers to deal with, meaning you can do more with less. You'll also pay less on cooling, maintenance, and soft costs.

And even though you'll condense a dozen servers onto one, each virtual machine is still a separate, isolated entity, which means it won't impact all the others if it hiccups. In fact, isolation provides fault and error containment.

What's more, some tools let you prioritize a virtual machine's or partition's access to the processor, to fine-tune resource limits. And because the software presents virtualized hardware to applications, it can ease the pain of running legacy software on new hardware.

Because virtualization lets managers see their devices as one . . . it's often seen as the ultimate tool for ILM.

Of course nothing is perfect, and while virtualized systems are highly stable, a flawed hard disk or unstable RAM can affect all the virtual machines or partitions on a server. But because most downtime is caused by software, not hardware, that's a chance that many data center managers can stomach.

Storage Virtualization

Storage virtualization combines network storage devices, such as NAS devices, into what appears to be a single machine, to be managed through a single console for speed and simplicity. It's often used in SANs.

Because virtualization lets storage managers see their devices as one, moving data without the blood that can accompany data migrations, it's often seen as the ultimate tool for ILM, or information lifecycle management, in which data is stored in different locations depending on its age and value. Thus new data is stored on new, fast machines, while old data is archived on aging slowpokes in the data center.

Because large, complex SANs are mostly the province of large, complex firms, storage virtualization has remained an enterprise product to date. But small and midsized companies are storing more terabytes by the day, and will, at one point, need to simplify their storage to contain sprawl.

What does that mean for the future of virtualization? A potential boom and a strategic option for companies of any size.

Key Virtualization Terms

Host OS. The operating system of a server where a virtualization product is installed. The host OS "hosts" the virtual machines.

P2V (physical to virtual). The act of moving a physical machine, including its operating system and applications, to a virtual machine. The opposite of P2V is V2P, or virtual to physical.

Server sprawl. The endless addition of servers to a data center.

Virtual machine. An isolated virtual environment that exists on top of a host OS. The virtual machine can have its own IP, network settings, applications, and so on; it acts like a separate physical server.

VMM (virtual machine monitor). The software layer between the host OS and the virtual machines. The VMM directs hardware requests from the virtual machines to the server's physical hardware and simulates answers from that hardware.

How Much Will You Save?

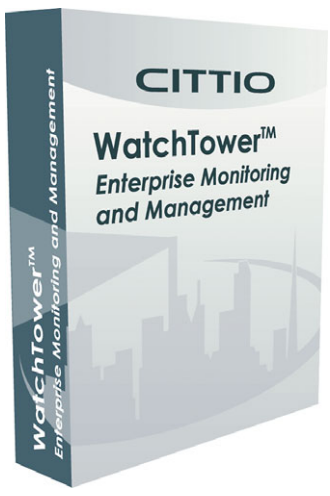
Virtualization lets you combine a dazzling array of storage tools into a single logical device or split a single physical server into dozens of virtual machines or partitions, each acting like its own physical box.

How much can it save you? That depends on your data center, but consider this: A report by IDC says it costs $500 to $3,000 to maintain a single application server in a production environment per month. And that doesn't include the costs of backup, cooling, and bandwidth. Some companies have condensed their servers by a ratio of 30:1 and greater with virtualization, cutting sprawl and saving peace of mind.

Manufacturer Presentation

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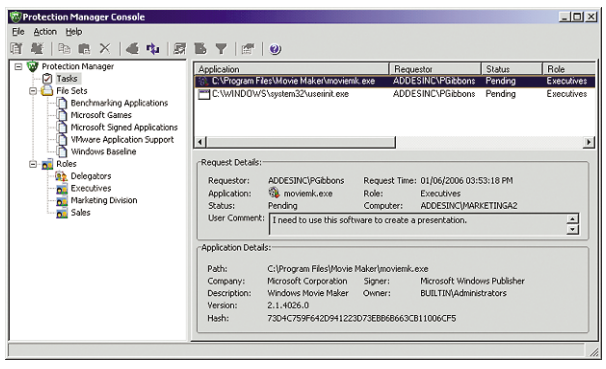
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Protection Manager is a security solution that blocks the execution of all unknown applications, enables enforcement of security policies, and thwarts intrusions with zero-day control. When Protection Manager is deployed to the Microsoft-based enterprise, malicious applications cannot execute and create problems on covered desktops, notebooks, and servers.

"One of the problems with antimalware solutions today is that they are completely reactive. When a new or modified virus or worm is introduced, it can wreak havoc within a company's network and cause both data loss and system downtime long before a patch to defend against it can be created and deployed to the public," says Winternals co-founder Mark Russinovich. "The Protection Manager approach is to block any unknown application, be it a rootkit, trojan, botnet, or any other malicious application. This effectively eliminates the zero-day attack problem. Had Protection Manager been installed within enterprises using Microsoft Windows 2000, XP, or Server 2003, its very design would have prevented the Sony rootkit from being installed."

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Virtualization OSes & Apps

Vendors Offer Different Approaches

by Paul Ferrill

• • •

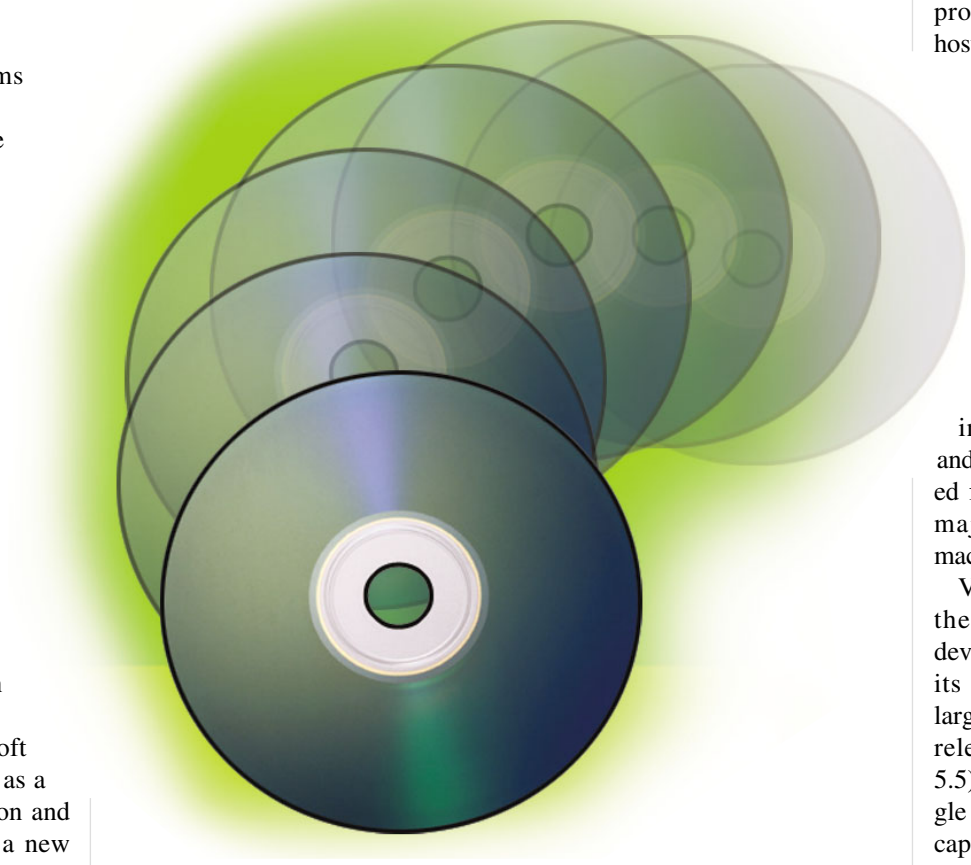
COMPUTING ARCHITECTURES seem to go through cycles of essentially the same approaches to the same problem. Delivering applications to users reliably and at the lowest cost has always been the ultimate goal. How to accomplish that task has varied over time.

Large mainframe computers delivered a hefty amount of computing power and the ability to support hundreds of simultaneous users on "dumb" terminals. Personal computers brought the power to the user's desktop but didn't adequately address issues such as application distribution and data backup.

The advent of computer networks made it possible to connect PCs to a central server and provide services such as backups and management from a single location. Dedicating servers for one or two applications caused an explosion of hardware in many corporate data centers. Newer, more powerful multiprocessor machines now make it possible to consolidate those dedicated servers onto a single box when used in conjunction with virtualization software.

Server consolidation is probably the biggest use of virtualization software in the data center. Creating a standardized testing environment is another good application, making it possible to test software updates or patches on different configurations before they are rolled out to the entire organization. Software development and testing also benefit from virtualization because you can easily test a program against any number of different operating systems and configurations.

Here are a few of the more popular virtualization products available for the small to mid-sized enterprise.



Altiris Software Virtualization Services

Altiris is better known for its management tools, but it recently released a product called SVS (Software Virtualization Services). SVS takes a slightly different approach to the problem in that it makes it possible to virtualize applications instead of an entire OS.

SVS works with Microsoft Windows and installs itself as a layer between the application and the OS. When you install a new application, it stores all of the OS information that would normally go into the Registry or Windows directory in a separate data store. This makes it possible to do tasks such as installing two different versions of an application and switching between them with a simple mouse click in the control software. It also makes it possible to fix a broken application and restore it to its original state.

Microsoft Virtual Server

Microsoft got into the virtualization game in February 2003 with the acquisition of Connectix and its Virtual PC technology. Microsoft subsequently released the Virtual Server product to address the specific needs of the server application space. The latest release of the Virtual Server product is named Virtual Server 2003 R2 to coincide with the release of Windows Server 2003 R2.

Virtual PC 2004 is the latest version of Microsoft's workstation product aimed primarily at developers and testers needing to run multiple instances of an OS on their PC. Supported OSes include Windows 95, 98, Me, NT 4.0, 2000, and XP. You'll need either Windows XP or 2000 Professional to use as the host OS.

Microsoft differentiates between the two as a virtual machine solution for desktop OSes vs. one for server OSes. Virtual Server will run on WinXP but is targeted at higher-end Windows Server 2003 systems. Virtual Server 2003 R2 comes in two flavors, with Standard targeted at systems with up to four physical processors and Enterprise with support for up to 32 physical processors.

SWsoft Virtuozzo

Both Microsoft and VMware take the approach of virtualizing an entire OS environment on top of (and in the case of VMware ESX, in lieu of) the existing OS; SWsoft's Virtuozzo takes the approach of partitioning the existing OS into multiple instances. Primary advantages to this approach include manageability and scalability. Because of the elimination of server overhead, performance is maximized with Virtuozzo. The product also costs less than the high-end versions of VMware and Virtual Server 2005 R2.

SWsoft is the sponsor of the OpenVZ project, an OS-level server virtualization solution that runs on Fedora Core 4 or RHEL/CentOS 4 flavors of Linux. The real strength of the Virtuozzo product comes from the built-in automation support along with management tools such as the VZP2V for moving physical servers to a virtual machine and the zero-downtime migration tool for migrating running servers.

VMware

VMware has a number of products for deploying virtualization, including its free VMware Player, Workstation, and ESX Server. The biggest advantage of the VMware products is their cross-platform host capabilities and range of supported guest OSes. (VMware supports the widest array of guest and host OSes of any of the products mentioned in this article.)

VMware also recently released a beta version of its new VMware server product that the company intends to give away. The VMware Player product was introduced a few months ago and was the first release of a limited functionality product from the major vendors in the virtual machine market.

VMware Workstation has been the favorite of many software developers for a while because of its versatility and support for a large number of OSes. The latest release of Workstation (version 5.5) includes features such as single image screen capture or video capture of an entire session.

ESX Server is VMware's high-end product, and it actually installs a low-level layer to a bare-bones server. Once this has been installed, you can then install the guest OS on top of it.

Xen

Xen is an open-source project that has garnered support from some of the heavy-hitters in the Linux space, including Novell and its SuSE versions. Xen uses a hypervisor to serve as the go-between to interface the hardware and the different virtual machines. Xen is also getting the attention of a number of hardware vendors, including Dell, IBM, HP, Sun, and Unisys, that have announced support on their products.

Bottom Line

Having a clear goal in mind when you embark on a virtualization quest is key to a successful implementation. Many of the products mentioned here will do the job. The challenge is to identify the right product that meets your needs without breaking your budget.

Having a clear goal in mind when you embark on a virtualization quest is key to a successful implementation.

Virtualization Rundown

Company	Product	Description	URL
Microsoft	Virtual PC	Windows-based workstation product	www.microsoft.com/windows/virtualpc/default.mspx
Microsoft	Virtual Server 2005 R2	Windows-based server virtualization product	www.microsoft.com/windowsserversystem/virtualserver/default.mspx
OpenVZ	OpenVZ	Open-source virtualization solution on Linux	openvz.org
SWsoft	Virtuozzo	Server virtualization using partitioning	www.swsoft.com/en/products/virtuozzo
VMware	VMware ESX Server	High-end server consolidation product	www.vmware.com/products/esx
VMware	VMwarePlayer	Free limited-functionality virtual machine player	www.vmware.com/products/player
VMware	VMware Workstation 5.5	Full-function workstation-based product	www.vmware.com/products/ws
VMware	VMware Server	Free limited-functionality server product	www.vmware.com/products/server
XenSource	Xen	Open-source virtualization solution on Linux	www.xensource.com

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Making The Move To IP-Based PBX

Continued from Page 1

To Build Or Not To Build?

Before deciding whether to build an IP-based PBX system in-house or outsource the project, data center administrators need to consider a few key factors. Ted Wallingford, author of O'Reilly Media's "Switching to VoIP" and "VoIP Hacks," says, "The current networking infrastructure is the first concern for an IT manager. What kind of switches and routers exist in the network today? How do they support commonly needed VoIP infrastructure features like QoS and inline power?"

Talking about the issues between building in-house or outsourcing to a hosted service provider, Joshua Stephens, CEO of Switchvox, says, "When you've set up your premises equipment well, if your building loses power and/or its Internet connection, your phones will still stay powered, able to make calls through the PSTN."

Stephens continues, "With a hosted solution, you really don't have that capability, and no matter how your solution is deployed, if it depends on sending your voice traffic out through the Internet, that system can never be more reliable than the Internet, which will almost always be the weakest link in the system."

Assuming that the network infrastructure is robust enough to handle the requirements of an IP-based PBX system, knowledgeable staff would be the next major concern. The current generation of PBX systems aimed at small and medium-sized enterprises, such as those from Avaya (www.avaya.com) or Switchvox (www.switchvox.com), is designed with simplified deployment and ease of use in mind. But to successfully implement and manage an in-house IP-based PBX solution, a network administrator with a solid understanding of TCP/IP networking is a must. If you don't have one, you will need to invest in training or hire an outside consultant to help point you in the right direction.

More Features, Less Money

As with many IT projects, the cost-effectiveness of outsourcing depends on a variety of factors. A hosted solution generally has a lower upfront cost because there is no need to invest in purchasing and deploying the backbone equipment. It is almost purely a matter of signing up and paying the monthly fee to use the service.

Building a solution in-house requires a larger investment up front, but the monthly costs to operate the IP-based PBX are significantly less than the cost to pay a hosting provider. The in-house solution has a finite timeframe after which it will have paid for itself in both reduced costs and increased features, while outsourcing to a hosted solution provider means taking on an indefinite monthly expense.

Switchvox's Stephens says, "Hosted solutions are almost always a monthly fee dictated by the number of users, features available, and other factors. The hosted IP PBX has a very low capital expenditure but because of lowering costs for IP PBX systems designed to be deployed onsite, those costs could offset themselves in less than a year. Another consideration is that if you are paying, for example, $45 per month per phone for your hosted IP PBX and you need to deploy an infrequently used phone in a closet somewhere, it's still $45 per month for that phone."

Making The Move In-House

There is a third option aside from either deploying an in-house IP-based PBX solution or hiring the services of a hosted provider. You can lean on the services of a third-party hosting provider while gathering the necessary equipment and knowledge to migrate to an in-house solution.

Stephens points out that using a hosted service, even for a short period of time, lets the company take various features for a "test drive" to determine what they really want from their PBX solution rather than purchasing a bunch of frivolous features that don't provide any real value to the company. He also says, "Having a hosted solution to start is a good opportunity to get the internal network and your company's bandwidth ready for an onsite IP PBX."

Wallingford also believes that hosting can be a good stepping stone to an in-house solution. "If [a company is] using a hosted IP PBX with in-house IP phones, then in all likelihood, their network is already up to snuff with QoS and power. So then it's a matter of designing a PBX dial-plan—that is, the instructions for the extension scheme and/or any integration with outside voice services like Skype—and creating the right calling features and telephony features on the in-house system."

Companies do need to keep in mind that relying on the Internet as the backbone for voice communications puts them at the mercy of the Internet, as well. Having all communications rely on the Internet means that an Internet outage could put the company into a communications blackout. Still, with the proper redundancy and precautions, there are many benefits economically and functionally to making the move to an IP-based PBX system.

PBX Equipment Vendors

If you decide to build your own in-house IP-based PBX solution, you will need to purchase the necessary equipment, primarily the actual PBX unit itself. Below are some of the major vendors of IP-based PBX equipment.

VoIP PBX Vendors	Product	Web Site
Avaya	one-X Quick Edition	www.avaya.com
Digital Networks	ShoreGear Switches	www.digitalnetworks.net
Mitel	SX-200	www.mitel.com
Switchvox	Switchvox SMB	www.switchvox.com

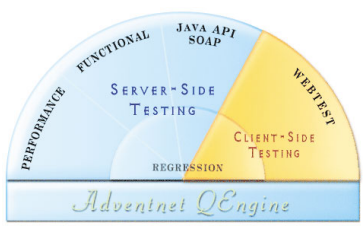
Optimizing Your Network For VoIP

Tools are available to help you determine whether your existing network infrastructure and bandwidth are capable of supporting a VoIP solution in addition to the ongoing administration and troubleshooting of your in-house IP-based PBX solution. Here are a few examples.

Vendor	Product	Purpose	Web Site
Apparent Networks	AppareNet Voice	Tool for assessing and troubleshooting VoIP networks; helps to determine if the network is ready to handle VoIP communications and identify issues to optimize VoIP communications	www.apparentnetworks.com
Edgewater Networks	EdgeView VoIP Support System	Works in conjunction with premise equipment to allow remote monitoring, administration, and configuration of VoIP equipment and network communications	www.edgewaternetworks.com
Visual Networks	Visual UpTime Select	Analyzes network performance to determine bandwidth capacity in preparation for a VoIP deployment and can be used for ongoing monitoring and maintenance of the VoIP network	www.visualnetworks.com

To successfully implement and manage an in-house IP-based PBX solution, a network administrator with a solid understanding of TCP/IP networking is a must. If you don't have one, you'll need to invest in training or hire an outside consultant.

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Virtualization Leads To Consolidation

Don't Let Your Servers & Storage Manage You

by Sixto Ortiz Jr.

• • •

In many data centers, a small number of servers carry the bulk of the workload while others hum along vastly underutilized and happily consuming your energy, time, and resources.

Virtualization technologies can help you achieve full asset utilization by identifying underperforming assets and enabling asset consolidation. Consolidation means fewer assets to own and manage and lower asset TCO.

Virtualization Defined

In computing lingo, virtualization is the creation of digital abstractions that represent a real physical object.

So, in terms of storage, a virtual storage asset may look like a single hard disk to end users and administrators. In reality, that virtual hard disk may represent various physical hard disks or storage arrays scattered throughout your data center.

Virtualization also provides server consolidation opportunities by enabling administrators to combine physical servers into virtual servers housed within a few—perhaps even one—servers. Virtual servers continue to provide the many benefits of their physical counterparts, only in a greatly reduced physical package.

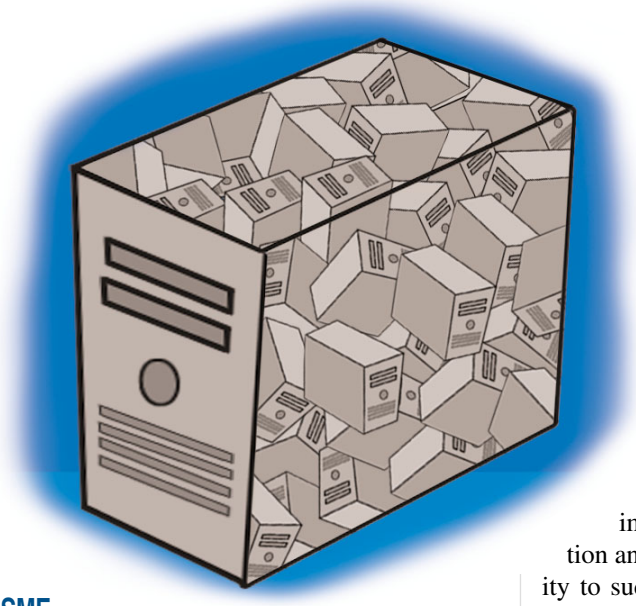
So by enabling consolidation of physical assets, virtualization reduces the complexity administrators have to manage day in and day out.

Virtualization: The Key To Consolidation

Server and storage virtualization are absolutely critical to successful consolidation and are set to take off this year, according to a 2005 Info-Tech Research Group report, "The ROI of Server Consolidation."

According to Info-Tech's research, virtualization can achieve reductions in the number of physical servers by a factor of 5:1, 10:1, or even 20:1. Here's another dramatic example: Using virtualization, Info-Tech points out, an enterprise running 60 distributed physical servers could consolidate all that hardware into two multiprocessor servers running 10 virtual servers.

In fact, Info-Tech sees virtualization as a prerequisite for creating a utility computing architecture that can align business and IT. Instead of worrying about the management of discrete server and storage silos, administrators can use virtualization and the resulting consolidation to manage IT computing power and storage capacity as a true utility, similar to electricity.



Virtualization & Consolidation Reach The SME

The Info-Tech report also points out that the advantages of server and storage virtualization and consolidation are now within the reach of small and medium-sized enterprises, because of the introduction of three key technologies: Windows 2000/2003, less-expensive SANs, and the advent of blade servers.

For example, Windows Server 2003 now includes features that make it easier for administrators to manage file, print, Web, application, and mail servers in a consolidated environment. In other words, Microsoft has designed its newest server OS to natively handle the abstractions that make virtualization and consolidation go.

The introduction of iSCSI SANs and Gigabit Ethernet, Info-Tech's research indicates, is letting SMEs obtain cheap SAN solutions without the need to invest in new cabling and infrastructure (such as that required by Fibre Channel solutions). So iSCSI allows administrators to use existing network assets to implement networked storage solutions.

Blade servers fit into the picture by providing a low-cost form factor designed from the ground up to efficiently share a common pool of storage resources amongst a group of servers. So by their nature, blades fit in well with the concept of consolidation.

But, the Info-Tech report warns, blade servers are not the only path to consolidation. Stacking 1U servers or using large, powerful multiprocessor servers that can host multiple virtual servers in a single physical machine are also viable approaches within the reach of SME budgets.

Not So Fast

There is no doubt that server virtualization is taking off in the marketplace. A February 2006 Forrester Group research report ("Server Virtualization Goes Mainstream") reveals very high awareness of server virtualization in the marketplace: 26% of enterprises surveyed have already deployed server virtualization, and 60% of surveyed firms say they will increase their investments in virtualization during the next 12 months.

But Forrester analysts Frank Gillett and Galen Schreck discovered a surprising result: Firms are not necessarily pursuing virtualization with the goal of achieving server consolidation or moving toward a utility computing approach. According to Gillett and Schreck, enterprises are instead using virtualization to achieve more practical goals, such as improving test and development environments and lowering hardware costs.

But virtualization does eventually lead firms down the hardware consolidation path. As Forrester analyst Brad Day points out in a July 2005 Forrester Best Practices report, "Forrester clients are increasingly purchasing new and larger servers for the sole purpose of server consolidations enabled through virtualizations." Drivers for virtualization include greater flexibility for system resource utilization, improved application isolation and flexibility, and the ability to successfully meet changing requirements for system resources and capacities, Day says.

Good Planning Is Key

There is no doubt that virtualization and the consolidation it delivers can provide short- and long-term benefits to your business that show up on your bottom line. But careful planning and development of clear long-term goals when implementing a consolidation project are crucial, according to Info-Tech.

Begin with the "low-hanging fruit of consolidation." This means focusing on simpler goals first, such as consolidating storage, physically centralizing servers in one location, and upgrading the network and server operating systems.

As the project progresses, virtualization should be a key part of the plan, with an ultimate strategic goal of consolidating assets to make utility computing closer to reality. Throughout the process, administrators should give careful thought to the development of service-level agreements and capacity-planning benchmarks and metrics that give clear indications of success.

Bottom line: Virtualization and the consolidation it results in can pay off for your business and can be done without breaking your IT budget. But be cognizant of the need for careful planning before you go down that path, because success without a plan is certainly not a guarantee.

Low Cost, Low Reward

The simplest level of consolidation is the cheapest to implement but yields the lowest benefit in terms of ROI potential. As consolidation project scope increases, the potential for greater ROI also increases.

Level Of Consolidation & Benefits

Source: Info-Tech Research Group, 2005

	Type Of Consolidation
Highest Cost And ROI Potential	Full virtualization of servers on powerful multiprocessor servers or server clusters.
	Full standardization and integration of architecture through standardized 1U rack or blade servers.
Lowest Cost And ROI Potential	Basic location consolidation. Relocation of servers into consolidated server farm.

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Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

High-Capacity Gigabit Analysis



Network Instruments, the leading innovator of network analysis solutions, released the GigaStor 2 Terabyte, which is a cost-competitive, high-capacity gigabit analysis and stream reconstructive appliance. This 2TB appliance is the newest addition to Network Instruments' GigaStor product line and part of a new paradigm of network analysis, which resolves problems more effectively by eliminating entire steps within the troubleshooting process.

This time-based navigation utility within the GigaStor product line allows network professionals to navigate through hours, days, even weeks worth of network data down to the nanosecond. Therefore, if an employee complains of a problem that happened around 7 last night, it is quite simple to isolate a time interval (6:50 p.m. to 7:10 p.m., for instance) to capture and analyze that problem.

"Our enterprise customers originally demanded a high-capacity analysis device they could utilize at the core of their networks," Douglas Smith, president and co-founder of Network Instruments, says. "We fulfilled those requests with the Gigastor 4T and the GigaStor 8T. They were so impressed with the new troubleshooting methodology these products offered that they requested an alternative high-capacity appliance they could deploy on connections outside the core."

As with all GigaStor appliances, the GigaStor 2T can support up to eight ports at gigabit wire speed for any combination of SPAN sessions, full-duplex connections, and trunked links. It also processes data directly on the appliance. This eliminates having to transfer large amounts of data across the network for analysis. Additionally, the GigaStor 2T can concurrently serve as a gigabit probe, tracking real-time statistics and solving issues with a comprehensive Expert system.

Pricing for the GigaStor 2T starts at $19,995 for a two-port configuration. This price point comes at a fraction of the cost of competitive offerings.

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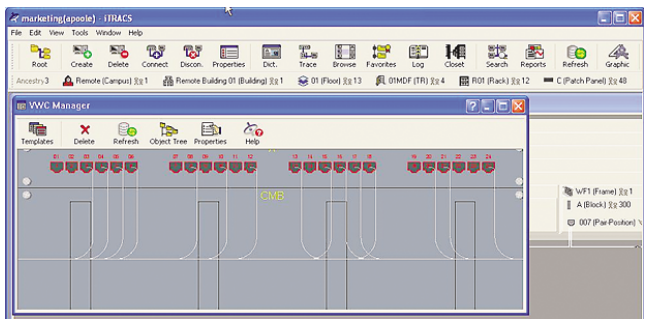
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Manufacturer Presentation

Software - Physical Infrastructure Advertisement

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- iTRACS Data Center Libraries, a collection of tools to help design and maintain data center information.

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- A customizable dictionary, which lets users choose the way to document their networks, simplifying the documentation process.
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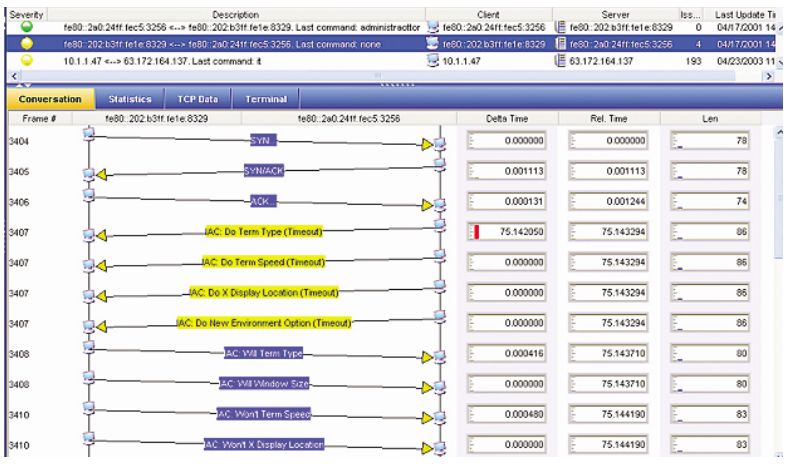
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Software - Network & Systems Mgmt. Advertisement

ClearSight Analyzer Version 5.0

Real Time Network Analysis and Application Monitoring



ClearSight's fifth-generation Analyzer implements Real Time application and protocol support for Citrix, SMB, RTSP (Real time streaming protocol), HTTP flow reassembly, Wi-Fi on Ethernet with WEP decryption support, New History Reports, and Real Time TCP data view, as well as enhanced support for VoIP (new video and voice Codecs added) and security visualization.

The Version 5.0 Analyzer delivers new functionality, enabling enterprise users to verify real-life performance of application deployments (such as VoIP and Database, IPv6), assisting customers in making critical decisions before rollout and providing deeper support for managing and growing deployments. The collaborative nature of Analyzer 5.0 is improved through the use of a variety of setup wizards and extensive, configurable reporting functions providing new optional long-term History Reporter and integrated Packet Generation feature.

The latest version provides easy-to-use application packet generation tools, making it possible for IT administrators to effectively emulate new application traffic in the enterprise's existing environment. At the same time, ClearSight is also used to evaluate traffic in real time, display issues and problems, and generate extensive reporting.

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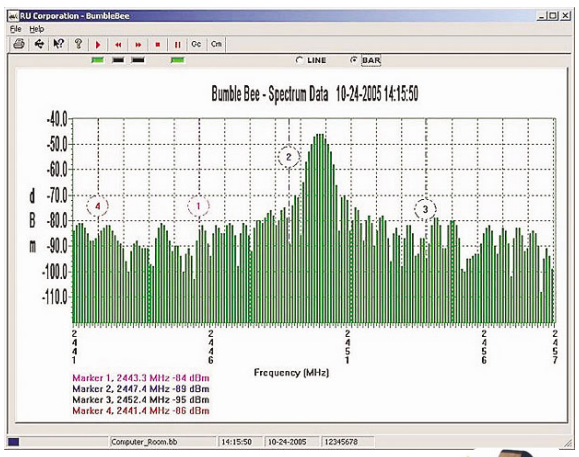
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Software - Wireless Management Advertisement

PC Playback Viewer For Spectrum Analysis Data

Berkeley has a new PC Playback Viewer for spectrum analysis data captured on its handheld BumbleBee™. The Windows® software application can read and display RF data directly off the BumbleBee™ iPAQ via USB or from the iPAQ's removable SD or CF card slots via a card reader. The PC software operates much like a VCR with PLAY, FF, REW and PAUSE buttons and allows users to view MARKER points created during capture as well as create new MARKER points for PC viewing. BumbleBee™ PC viewer software is available now to all BumbleBee™ users for $250.





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Product Releases

PHYSICAL

Power Protection

■ **Spectrum Control** announced its Data Acquisition Module (#7832M-02), which measures voltage and current draw at strategic points to ensure that systems operate within the defined metrics. The Data Acquisition Module comes in kits of six and has six dual-current sensing modules. The kits come with all of the wires necessary to mount the modules inside a cabinet by the integrator. The module monitors two independent AC voltage channels with 120 VAC input, two independent 10 Amp AC current channels, six independent 35 Amp 24 VDC current channels, four independent 60 Amp 24 VDC current channels, and 10 24 VDC inputs for on/off state. The module checks for circuit breaker tips and early-stage device failures, and the modules communicate through SNMP by default. Telnet and Serial support is also included.

Racks & Furniture

■ **Rittal** announced three MicroTCA system standard backplanes in 2U, 3U, and 5U form factors. Rittal's high-speed backplanes accommodate both half- and full-height AdvancedMC modules. Users can mount the 200mm-deep backplanes within 19-inch enclosures or externally on a wall. The 3U and 5U backplanes feature fans for improved airflow. Rittal also introduced a 5U ATCA shelf variant to its ATCA (Advanced Telecommunications Computing Architecture), the first standard for the previously proprietary telecommunications field. The design meets the PICMG (PCI Industrial Computer Manufacturers Group) 3.0 specification. It features two pull-out fan units and filters and guarantees efficient cooling outputs as high as 200 watts per slot at the front and 30W in the RTM area. It has a Dual Star backplane and a Pigeon Point shelf management controller.

COMMUNICATIONS

Network & Systems Management

■ **Netcordia** upgraded its NetMRI network analysis appliance, designed for medium-sized to large businesses and organizations, with a new Policy Compliance Suite. Customers can now check new and existing routers, switches, and firewalls to make sure they are configured to comply with the regulations in force. The new offering delivers regular audits and compliance reports and conforms to NSA (National Security Agency) and DISA (Defense Information Systems Agency) policy standards and recommendations.

Router

■ **Nortel** announced its Secure Router portfolio, which includes the 1001, 1002, and 1004 for small- and branch-office deployments. It also includes the Secure Router 3120 for midrange branch deployments. In addition to ease of implementation and interoperability, Nortel says its Secure Routers deliver more than double the performance throughput at 25% lower costs.

Security

■ **RedCannon** announced its KeyPoint Access device, a keychain-sized device that can convert any USB-enabled Windows PC into a secure system. Users receive cookies on the device instead of the host PC to thwart Web tracking and leave no sign of the user session after exiting. Citrix users can log on with a secure, trusted endpoint regardless of the PC or laptop they choose to use. If they use the Citrix Access Gateway to scan for KeyPoint Access before authentication, organizations can establish two-factor authentication without an additional software package.

• • • • •

■ **Reflex Security** launched Reflex VSA, a virtual security appliance for virtualized environments. Reflex VSA lets enterprises deploying virtual computing technology secure virtualized networks with firewall protection and intrusion prevention. Features include an Access Firewall, Intrusion Prevention via deep packet inspection and inline blocking/filtering for virtualized networks, Network Discovery, the Reflex Command Center, and more.

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■ There are seven security appliances in **Secure Computing's** new SnapGear line for SMEs. Starting at $249, the SnapGear line offers flexible security features. It can act as a VPN gateway, a unified threat manager, an SPI firewall, and even a network-in-a-box. The line also offers antivirus protection, failover, and load balancing, plus browser management.

Serial Networking

■ **DCB** released the EtherPathX4, a 4-port serial server, which it refers to as an Ethernet modem. The device has EtherModem

Go to Page 16

CD-R Password Protection Made Simple

Ricoh's EncryptEase CD-R Offers Built-In Protection & Encryption For Removable Media

by Cynthia Lazzaro

• • •

SECURITY IN ALL ITS forms is high on IT's list of issues. Mention security, and some think of hardware such as firewalls and proxy servers; others think of data transmission security over the WAN using protocols such as IPSec. However, more and more often businesses, IT managers, and CIOs are thinking of data storage security, not just in terms of network communication or on NAS and SAN devices but also protection of intellectual property, especially on removable and easily copied media such as CDs and DVDs.

To meet this growing demand, Ricoh announced its new CD-R EncryptEase technology. EncryptEase is an encryption application embedded in the ROM section of a CD-R. This type of CD-R is called a hybrid CD-R. The newest hybrid, which is used by Ricoh's EncryptEase, has a session created at the beginning of the CD-R in a ROM area where various security features are stored, and the rest of the disc is writeable space.

EncryptEase launches automatically when you insert a disc into a PC. It supports up to 20 different sessions on a hybrid CD-R and lets data creators configure copy guard and password protection along with the ability to schedule expiration dates for data. The encoding/decoding, data compression, writing, and copy-guard functions are preinstalled in the ROM section of the disc. EncryptEase ensures protection of data from unauthorized parties and prevents illicit copying of information burned onto the CD-R. Data secured with EncryptEase can only be decrypted and retrieved with the assigned password, ensuring safe storage, management of removable media, and the distribution of its contents. Ricoh marks its EncryptEase products with a prominent RR on the package to differentiate them from standard CD-R's

Data secured with EncryptEase can only be decrypted and retrieved with the assigned password, ensuring safe management of removable media.

While a few other companies are offering their own hybrid CD-R and encryption, many are using Ricoh's EncryptEase to provide password protection, encryption, and other security features to their products. However, an alternative to EncryptEase is a product from LaserLock (www.laserlock.com). LaserLock is a copy protection system that embeds a combination of encryption software and a unique "physical signature" laser marking on the optical disc's surface. Unlike Ricoh's solution where the discs contain the security software, LaserLock's physical signature is unique for every application that is being protected and is installed in the ROM of the CD-R during the burning procedure.

Another company, Kodia (www.kodia.co.kr), is providing a security solution much like Ricoh's, called Security CD-R, where the ability to create a secure CD is embedded on the hybrid disc.

SNAPSHOT

Ricoh EncryptEase CD-R

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A recordable disc that uses built-in software to create a hybrid CD-R technology that controls the access of information and the ability to distribute data stored on removable media

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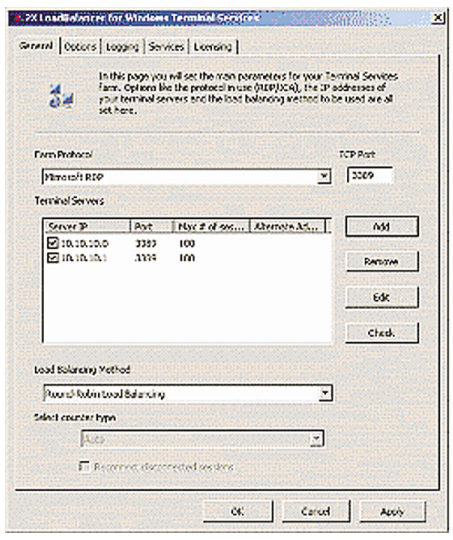
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Pricing starts from as little as $395 for managing up to two servers, $775 for four servers, and $1,750 for unlimited servers. More information and a Free Trial Version of the product are available at **www.Processor.com/2X**.

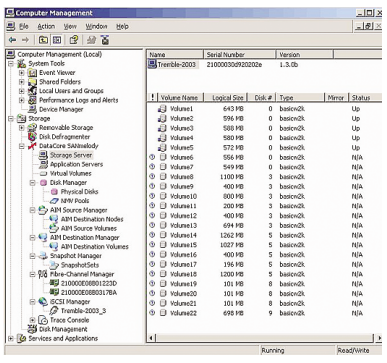
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DataCore Software offers a new class of affordable, remote site disaster recovery (DR) and storage pool mirroring solutions. These DR solutions are designed to protect terabyte-sized storage pools serving multiple application servers (e.g. Windows, Netware, VMware, Linux, Solaris, AIX, Unix, etc.) over LAN, SAN or WAN networks. The DR package prices start at $7,998, which includes software to manage two separately located SANmelody disk servers, each capable of supporting terabyte storage pools, plus a choice of disaster recovery software—either asynchronous LAN/WAN-based replication software for disaster recovery over great distances or simple and fast synchronous LAN or SAN failover mirroring software for storage pools supporting systems stretched across buildings, campuses or cross-town distances. These packages usher in a new product class delivering the highest-end data protection capabilities at a price point comparable to low-end single system replicators. Users get all the software they need to manage and support terabyte-sized storage pools at two different sites in a single package, plus breakthrough pricing, faster performance and true enterprise-class disaster recovery and business continuity functionality.



DataCore lets small to midsized businesses enjoy all the benefits of higher-end data-center-class disaster recovery solutions at a fraction of the cost. With these new solutions, DataCore fills the large gap and meets the need that exists between low-end system replicators (e.g. NSI DoubleTake) that cost thousands and high-end enterprise class storage array and SAN-based disaster recovery systems (e.g. IBM), which are typically proprietary, complex and cost many tens of thousands of dollars. The DataCore DR solutions create a new pricing standard–priced comparable to low-end replicators, but delivering the full functionality inherent to high-end solutions.

The DataCore DR packages provide a compelling disk backup and recovery alternative to traditional system replicators and tape backup systems. DataCore protects storage pools serving multiple platforms or a mix of Windows, NetWare, VMware, Novell, Mac OS, Solaris, and Linux systems. Systems administrators do not have to juggle products that only deal with one of these platforms or be forced to add agents to each application server just to mirror data between sites. Many environments today are also caught in the middle: They need a faster and better solution than trying to recover from tape but can't afford the high cost of remote site disk mirroring.

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DataCore™ SOFTWARE **(954) 377-6000**

Product Releases

Continued from Page 15

modem emulation technology and lets administrators add other serial devices to remote wireless Ethernet locations. It has four asynchronous RS-232 interfaces and operates in temperatures of -40 to 70 degrees Celsius. It is DIN-rail-mountable and supports port redirector software, as well as Telnet Client and Server and Reverse Telnet. It also has SNMP functionality and can be configured via a direct connection, a Web browser, or Telnet connection. It also supports forced connections and has a front-panel serial port activity LED, a rear-panel LAN activity LED, and a rear- panel LAN status LED. The EtherPathX4 is available for $689. The Serial/IP Port Redirector software for Windows (single-port version) is $86, while the 4-port version is available for $206 when purchased with the EtherPathX4.

Switch

■ **Moxa Networking** announced the launch of the Moxa EDS-208 switch, an entry-level unmanaged Ethernet switch. It is available as a 5- or 8-port industrial-strength design featuring DIN-Rail mounting capabilities, VDC/VAC power inputs, and IP30 protection. It supports 10/100BaseT(X) and 100BaseFX connections and is plug-and-play capable. The switch features support for IEEE802.3/802.3u/802.3x and has an operating temperature range of -10 to 60 C. The EDS-208 features a 12 to 45 VDC range and an 18 to 30 VAC range.

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■ **SMC Networks** introduced a pair of TigerStack II 1000 Stackable 10/100/1000 switches, the 24-port SMC8824M and the 48-port SMC8848M. Both switches have optional 10G uplinks for management features such as IPv6. These switches are 1RU high and stackable with a full range of L2/4 features. The SMC8824M and SMC8848M have QoS with eight levels of priority, weighted fair queuing, and L2/3/4 IP. Both switches support VLANs based on frame tags, ports, or protocol. They also support GVRP LAN registration and Multiple Spanning Tree. Security features include RADIUS, IEEE802.1x, SSH, SSL, TACACS+, and ACL. The switches will ship next month. The SMC8824M is priced at $2,499.99, and the SMC8848M is priced at $3,999.99.

Telephony

■ **Multi-Tech** introduced its MultiVOIP SS SIP server, which can allow remote locations to place secure 911 calls during an emergency even if the IP network fails. In addition, its gateway functionality bridges one or more analog PSTN trunks to the WAN. The MultiVOIP SS is available in 2-, 4-, and 8-port configurations ranging from $999 to $2,599.

• • • • •

■ **Netopia** introduced its ATA that lets VoIP subscribers use their existing analog telephones and fax machines to access an IP voice service. It also lets VoIP service providers auto-configure and remotely back up the ATA device on a subscriber's home or business network. Features such as call waiting, caller ID, conference calling, and call forwarding are available to VoIP subscribers, even if their existing devices don't support these features. The Netopia ATA is available directly from Netopia and is expected to be available through distribution and online resellers next month.

• • • • •

■ **Patton Electronics** announced the SmartLink M-ATA (Micro Analog Telephone Adapter), the smallest analog telephone adapter on the market. It has remote configuration and Web management features along with lifetime software upgrades and free tech support. The pocket-sized M-ATA connects any analog phone or fax machine to an enterprise or service provider's VoIP network. Other features of this M-ATA include caller ID, call waiting, call forwarding, and conferencing.

END NODES

Mobile

■ The TransPort T1300 notebook system from **MPC Computers** includes support for a variety of new mobile technologies. It includes support for Intel's Core Duo or Core Single mobile processors. The Core Duo processor is capable of executing two tasks at the same time to increase performance. Intel's 945GM motherboard chipset

Improved Portfolio Helps You Consolidate Storage Environments

Streamline Management With HP StorageWorks Product Updates

by Kurt Marko

• • •

With disk technology keeping up with demand—doubling every 13 months—lately the big problem facing IT staffs has been how to manage all that capacity. HP, the No. 2 storage vendor behind EMC and ahead of IBM, Hitachi, and Dell, announced a refresh of several products in its XP (large enterprise), EVA (midrange), and tape library product lines that pushes out new technology while addressing this issue.

The theme behind HP's announcement is storage consolidation—moving data off small servers and out of remote offices onto large arrays using SANs and virtualization technology. Consolidation onto fewer devices in hardened data centers benefits IT managers in many ways, including enhanced security, increased scalability, easier management, and often better performance.

Product Releases

provides support for 667MHz DDR2 memory. Users will also find a 14.1-inch WXGA display (1,280 x 800 resolution) and support for Bluetooth wireless networking. A 4-in-1 card reader lets you work easily with removable media, including Memory Stick, Secure Digital, and MMC. Gigabit Ethernet is also an option for increased network performance.

Monitor

■ **Sony** introduced a 42-inch high-definition professional plasma display designed for digital signage, boardroom, and other business applications. The FWD-42PX2 42-inch plasma display has brightness capabilities of 450cd/m^2 and contrast ratio measurements of 10,000:1 in a dark room. This display also has DVI-HDCP and RS232 connectivity. Other features of this display include dual option accessory and input slots, picture-in-picture, and optional network connectivity. The FWD-42PX2 will be available next month for about $2,400.

Printer

■ **Ricoh** released its Aficio SP C210SF, a multifunction product that combines printing, scanning, and faxing capabilities. The 600dpi laser printer can print in either monochrome (31ppm) or color (8ppm). The scanner includes a 35-page Automatic Document Feeder that can handle legal-sized documents. Included software lets you scan a document into a text-editable file with the push of a button. Users can also send a traditional fax or a paperless fax via a PC. Users can also send faxes via the Internet to avoid telephone charges. The SP C210F has a suggested retail price of $999.

Scanner

■ The DR-1210C is the latest addition to **Canon U.S.A.'s** DR-Scanner line. Ideal for workgroup document imaging and general office applications, it features automatic file name creation for easy indexing, password protection and encryption for PDF files, and searchable PDF creation for keyword searching. Equipped with a 35-page Automatic Document Feeder, it can scan letter-sized color or monochrome documents at a rate of 12ppm with resolutions up to 300dpi. Each scanner also includes copies of the following software: Canon CapturePerfect 3, Nuance OmniPage SE 4, Presto! BizCard Reader 5, and Adobe Acrobat 7 Standard. The DR-1210C will be available for $449.

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■ **Fujitsu** enhanced its Fujitsu ScanSnap scanner with the new ScanSnap S500 model. It has improved scanning functionality, a new design, and operating speeds up to 18ppm for single-sided documents and 36ipm (images per minute) for double-sided documents. In addition, the ScanSnap S500 is now bundled with ABBYY FineReader for ScanSnap software with optical character recognition capabilities that lets users create searchable PDF files and editable Word, Excel, or PowerPoint documents. Other features include auto-document size detection for the 50-page automatic document feeder and advanced file compression to reduce file sizes by 20% to 50%.

Storage

■ **Addonics Technologies** expanded its lineup of JBOD products. The JBOD USB 2.0 (model AD4IDEU2) lets consumers create multiterabyte external storage systems with SATA, SCSI, or USB 2.0 interfaces. Supporting up to four 3.5-inch IDE hard drives through a USB 2.0 connection, the JBOD USB 2.0 mounts in either a multibay SCSI drive enclosure or the Addonics Storage Tower. The drives can be configured as separate entities or combined with the JBOD setting. The 5X1 eSATA Port Multiplier (model AD5SAPM-E) connects up to five SATA hard drives in a RAID 5, 0,1, or JBOD when it's connected to Addonics' RAID 5 host controller. Addonics' Dual Port IDE to SCSI adapter (model AD2IDESC) lets two IDE hard drives appear as SCSI hard drives using a single SCSI ID. The AD4IDEU2, AD5SAPM-E, and AD2IDESC retail for $59, $89, and $109, respectively.

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■ **Buffalo Technology** unveiled the TeraStation Pro, a business-to-business edition of its TeraStation NAS device. Available in capacities of 0.6TB, 1TB, and

Go to Page 18

To that end, HP now supports iSCSI connectivity for its midrange EVA arrays, allowing connectivity to a Fibre Channel SAN over an Ethernet network—for example, by smaller departments or remote offices that could not justify the cost of an FC network. Additionally, EVA volumes can now be front-ended by the high-end XP arrays, attached as external storage, and managed as if they were internal to the XP, with all of the added functionality that implies. Other evolutionary improvements include support on the EVA for 4Gb SANs and doubling the cache size on XP arrays. HP has also updated its Storage Essential management software, adding support for third-party arrays and switches.

Following the consolidation theme, HP upgraded its EFS (Enterprise File Services) WAN accelerators, which are essentially intelligent proxy-like devices that deliver LAN-like performance when accessing WAN-based storage, by adding support for network fail-through—bypassing the accelerator completely in case of failure—via multiple network interfaces. HP also refreshed its StorageWorks 6000 Virtual Library, near-line disk storage that for backup purposes emulates most popular tape libraries, increasing capacity to 70TB through use of new 500GB drives. Competing products include the IShared Remote from Tacit Networks (www.tacitnetworks.com), Riverbed Technology's Steelhead (www.riverbed.com), and Peribit's Sequence Mirror, now known as Juniper Networks WXC (www.juniper.net).

HP's announcement also featured a new product, the entry-level tape library

SNAPSHOT

HP StorageWorks EVA & XP

A series of storage products, including several targeted at SMEs, designed to enable infrastructure consolidation, simplify management, and increase capacity

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MSL2024, sporting one full-height (9.6TB) or two half-height (4.8TB) Ultrium drives, two 12-slot magazines, and a media-management barcode reader all in a 2U rack-mount form factor. This aggressively priced unit, starting at under $8,200 for a 4.8TB (single HH drive) model, while supporting only direct-attach SCSI and thus not usable on a SAN, nevertheless should appeal to small to midsized enterprises with exploding archival requirements. Similar single/dual-drive libraries include Dell's Powervault 132T (www.dell.com), StorageTek/Sun's L20 (www.storagetek.com), Quantum's PX502 (www.quantum.com), and Adic's Scalar 24 (www.adic.com), but HP is the only one to squeeze two drives and multi-cartridge capacity in a 2U form factor.

Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

nLayers InSight™ 4.5

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nLayers InSight is the easiest, most comprehensive solution for discovering, understanding and mapping the complex relationships between applications and technology infrastructure.

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nLayers is the only discovery vendor that offers instant, passive discovery for immediate, end-to-end real-time visibility and the flexibility to selectively "drill down" and compile more detailed configuration information on specific servers or services. As part of the discovery process, nLayers InSight builds a detailed, time-based Application Behavioral Model™ (ABM™) of how and when the components interact with each other, and the transactions processed in each interaction.

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Using the optional Active Discovery module, customers may selectively choose the key servers or services essential to their business (such as specific application or database servers of business critical processes), to gather detailed configuration item (CI) information using a combination of methods, including SNMP, SSH, Telnet and WMI.

nLayers InSight is different from other discovery solutions in that it continuously monitors application usage and demand, allowing organizations to dramatically reduce operational costs and accelerate today's highest-priority IT initiatives. nLayers InSight offers real-time visibility without installing software on any system or adding traffic to the network.

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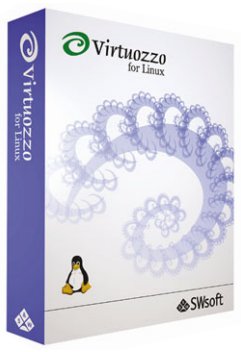
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Linux Server Virtualization

Virtuozzo for Linux 3.0 available now!



Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

As an operating system virtualization solution, the unique architecture enables the most efficient use of hardware, software, and management resources. The light overhead and efficient design of Virtuozzo makes it the right virtualization choice for server consolidation, disaster recovery, and all production servers with live applications and data.

Virtuozzo for Linux 3.0 leverages some architectural improvements to provide these major enhancements:

- **Zero-Downtime Migration** - Virtuozzo captures the state of an existing virtual private server and migrates it to a new physical server without any interruption in service or availability. The migration may be done between any two networked Virtuozzo servers without a SAN.
- **EZ Template Management** - Building on Virtuozzo's capability for creating both operating system and application templates, EZ Templates feature smarter template creation and loading with the capability of defining, finding, and resolving software dependencies.
- **New Resource Management** - Virtuozzo enables administrators to define many processing parameters to very precisely define a virtualized server's performance. The new resource management option offers a simplified interface that helps administrators set a few basic parameters based on expected system performance to manage the same server resources.
- **2.6 Kernel Support** - Virtuozzo now supports distributions based on the 2.6 Linux kernel. It is also backward compatible for 2.4 distributions so older virtual private servers and applications do not necessarily need to be upgraded to reside on the same Virtuozzo server.

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SWsoft

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Product Releases

Continued from Page 17

1.6TB, the TeraStation Pro is compatible with both Windows and Macintosh platforms and offers the following four modes: Standard, Spanning, Mirroring, and RAID 5. To reduce system failures, the TeraStation Pro identifies and records the number of bad sector replacements and notifies systems administrators when they need to replace a drive. The device also includes four hard drives, two USB 2.0 ports, and a Gigabit Ethernet port with Jumbo Frame capability, giving the TeraStation Pro higher throughput than standard Gigabit networks. Estimated street prices for the TeraStation Pro begin at $799.

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■ **Enhance Technology** announced the UltraStor IP, an iSCSI storage appliance that marks the company's entry into the IP SAN market. By combining 3Gbps SATA hard drives with the latest micro processor, the UltraStor IP offers a throughput of up to 220MBps over a Gigabit network. With RAID 6 support and a feature called Snapshot, users have point-in-time recovery to protect against accidental file deletion, making the device ideal for image acquisition, near-line storage, database pools, and disk-to-disk backup. UltraStor IP also offers the following other benefits: S.M.A.R.T. disk monitoring, Jumbo frame support, and MPIO support.

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■ **Kingston** introduced the Kingston DataTraveler Elite – Privacy Edition, also known as DTE Privacy Edition, which secures all data on the fly using 128-bit hardware-based AES encryption. The DTE Privacy Edition comes in sizes up to 4GB and has a complex password protocol that locks out would-be attackers after 25 consecutive failed password attempts. In addition, DTEP Privacy Edition does not require any admin rights and works on any computer running Win2000 SP4 or higher and WinXP.

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■ **Nexsan** and **Messaging Architects** have joined forces to offer a secure, real-time email backup product. Using the Messaging Architect's GWArchive software, Nexan's Assureon storage system with 256-bit AES encryption capability offers security and regulatory compliance for the enterprise.

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■ **Plextor's** PX-755SA replaces the company's PX-716SA and transitions its product line into compliance with the EU's Reduction of Hazardous Substance restrictions. The new PX-755SA includes a SATA interface with a maximum bandwidth of 150MBps. The drive can support 16X write speeds on certified DVD±R media and 48X write speeds on CD-R media. The drive supports 48X read speeds on CD-ROMs and 16X read speeds on DVDs, includes a number of calibration tools that adjust laser power and write speeds automatically depending on the media used, and includes a 2MB buffer and special Buffer Underrun Proof Technology that helps to eliminate buffer underrun errors. The PX-755SA has a suggested retail price of $129 and includes Roxio Easy Media Creator 7 Basic DVD Edition along with a number of special Plextor software tools.

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■ **Verity Systems** released the V6000 HDD Max degausser for securely erasing large volumes of data from hard drives. This product can effectively remove remnants of data from company hard drives before their sale or disposal. The V6000 HDD Max is a one-pass conveyor degausser with high-intensity coils. Hard drives placed on a conveyor belt travel through a 5,000 gauss erasure field. With the V6000 HDD Max, a company can efficiently erase 300 hard drives every hour. In accordance with ICNIRP Magnetic Exposure Guidelines, an umbilical button is available for remote operation.

Thin Client

■ **Computer Labs International** released three new ET4500 series thin clients and one new MT1500 series thin client. The ET4510x and ET4520x are embedded with Microsoft WinXP and feature a PCI slot and a PCMCIA slot, respectively, for peripherals and expansion cards. The ET4520g comes with WinCE and a PCMCIA slot. The ET4500 thin clients also come with Internet Explorer, multiple terminal emulations, and CLI SNMP Administrator software. The MT1500t thin client comes with the Mandrake Linux embedded OS, CLI SNMP Administrator software, and the Firefox browser. Each unit comes with a keyboard, mouse, and three-year warranty.

Workstation

■ The new ClientPro 585 desktop computer from **MPC** offers support for the latest technology including Intel's Pentium D processor. The Pentium D includes two processor cores on a single die allowing the processor to work on two tasks simultaneously. The 975X Express chipset includes support for DDR2-533/667 memory (dual channel) and Intel's Memory Pipeline Technology, which optimizes memory performance. Support for dual PCI Express graphics cards let users order ClientPro 585 systems with workstation capabilities. A $1,199 system includes 512MB of dual-channel 533MHz DDR2, 80GB SATA II hard drive, CD-ROM drive, 64MB PCI Express video card, integrated Gigabit Ethernet and HD audio, and a two-piece speaker system.

Components

■ **PSC** joined with **BlueStar** and **epcSolutions** to launch an RFID bundle, which includes a reader, printer, media, and necessary software. The bundle includes PSC's Falcon 5500 RFID Mobile Hybrid Computer, a Zebra or Datamax printer/encoder, a roll of RFID media, and RFID software from epcSolutions. The RFID bundle is ideal for Wal-Mart partners, Department of Defense clients, and other businesses that need a complete RFID system quickly.

SOFTWARE

Application & Web Development

■ **Sun Microsystems** has introduced Java WSDP (Web Services Developer Pack) 2.0, a free download that includes many of the development tools necessary for next-generation versions of the Java Platform, Java EE, and Java SE. Java WSDP 2.0 is also available for Web Services with the NetBeans 5.0 IDE. Java WSDP 2.0 includes XWSS technologies and does not require revising WSDL files or application code for improving Web services performance. Next-generation Web services are available through JAX-WS 2.0 EA, JAXB 2.0 EA, and SAAJ 1.3 EA. JAX-WSA 1.0 and NetBeans 5.0 are also included. Sun Microsystems also introduced NetBeans

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Product Releases

Enterprise Pack 5.5. This latest version of Sun Microsystems' software-development product supports the development of Universal Mac applications that will run on both PowerPC- and Intel-based Macs. NetBeans Enterprise Pack 5.5 previously was only available in the Java Studio Enterprise IDE, but Sun Microsystems now offers NetBeans 5.5 as a separate product with support for UML 2.0, bidirectional code synchronization, and markerless code generation. This software comes with a preview copy of NetBeans 5.5 IDE and a preview copy of the Java Platform Enterprise Edition 5 SDK.

Messaging & Groupware

■ **Sherpa** release Discovery Attender for Exchange 2.0, an automated e-discovery tool which conducts email store searches. The new version uses individual databases, which means that it's no longer bound by database size constraints. The software groups related searches into projects, making the portable searches and letting users view them from other installations. Sherpa also enhanced the search wizard so that it offers more search condition defining options. The software also includes a main console that handles both the searches.

Mobility

■ **AJC Software** released Directory Synchronizer 2.4, which lets business travelers and other users synchronize notebook computers with desktops. The software creates a color-coded list that indicates which files have been transferred. Users can use the list to confirm that the appropriate files have been synchronized. The list also lets users change the transfer directions and customize the synchronization process. The program has an archive feature that stores copies of overwritten or deleted files, and a reporting feature creates log files. New features include report emailing and integration with Windows scheduler. The software supports Win98/Me/NT/2000/XP/2003, and a single-user license is available for $29. Bulk licenses and a 30-day trial are available through AJC.

Network & System Management

■ **Acronis** released an update for its family of Acronis True Image products, which are Windows-based server- and enterprise-class workstations. One of the most important updates is the ability to restore a system to entirely different hardware—a feature called Universal Restore—and the ability to boot a remote computer to restore a system partition. These capabilities will be added to Acronis True Image Enterprise Server, Acronis True Image Server for Windows, and Acronis True Image Workstation (formerly Corporate Workstation).

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■ **CA** released Desktop and Server Management r11, an automated life cycle management package that that lets administrators manage PCs and assess assets in real time. The package includes reporting and software diction (including software patches) and a feature that can ensure policy compliance by distributing software. It supports Linux servers and lets Windows computers control Linux systems. The package includes a new Unicenter Patch Management feature, which relies on a patch management team that is available 24/7. Another new component is the CA

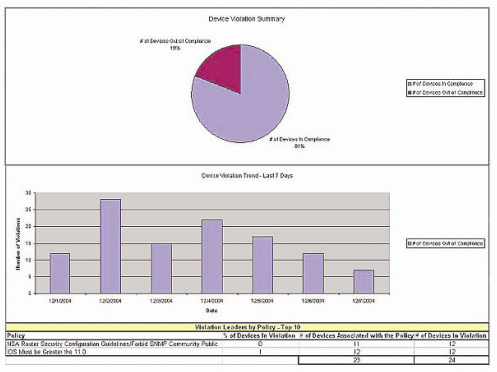
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Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement

Network Security & Compliance Software

AlterPoint Expands DeviceAuthority 4.0

Version 4.0 Delivers Enhanced, Enterprise-Class Compliance and Security Capabilities for Network Management



Policy Summary Report

Most large companies have difficulty meeting the demands of security and compliance at the network level in a cost-effective manner. The effort to truly understand the details about every device installed, along with the different operating systems and change data, is a tremendous challenge. DeviceAuthority 4.0 eliminates the need for companies to tie up their precious network engineering and operations personnel to do this tedious, but critical work.

AlterPoint's customers, in industries such as financial, healthcare, government and technology, rely on some of the most complex networks in the world and they understand the impact that better network visibility and management has on their ability to reduce security threats, increase reporting capabilities, and meet auditing requirements. The expanded policy engine in version 4.0 enforces best practices and enables continuous compliance by making it easy to create rules for devices and groups, and then validating, in real time, every change made against the associated policies.

"Our DeviceAuthority 4.0 enhancements were developed in direct response to enterprise customers' requests to address the growing concern for network security and compliance with regulations like Sarbanes-Oxley, HIPAA and NSA security guidelines," says Jeffrey Ait, AlterPoint president and CEO. "In order to meet the stringent internal and external security and compliance requirements, DeviceAuthority now provides the most powerful capabilities to meet and enforce mandates, such as separation of duties between auditors and administrators, tracking every user action along with 'reason codes' for complete accountability, and masking sensitive information down to the configuration element."

AlterPoint™

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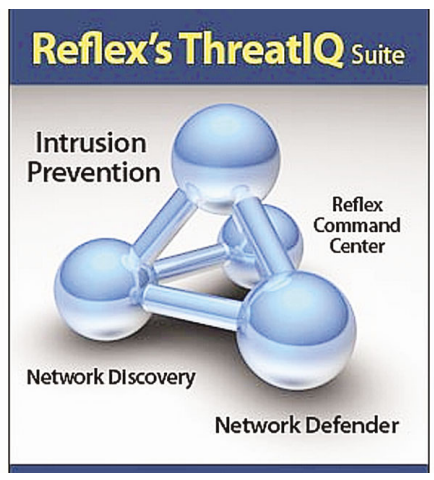
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Software - Security Advertisement

Reflex Security's ThreatIQ: Complete Discovery, Inspection, Blocking & Quarantine

Reflex Security's **ThreatIQ™ suite** (threat inspection and quarantine) is unique to the industry, combining network **intrusion prevention, network discovery, and host quarantine** into one solution.

The ThreatIQ suite features the Reflex IPS platform, Network Discovery module, Network Defender module, and Reflex Command Center. This comprehensive system provides enterprises with a solution for network visibility and accurate threat inspection/ mitigation, assuring that their network defense is always one step ahead of today's dynamic and evolving threat environment and collapsing perimeter defense.

The cornerstone of the ThreatIQ suite is Reflex's industry-leading **Intrusion Prevention** system (v5.0). Reflex's signature, anomaly, and rate-based algorithms facilitate automated defenses against a wide range of attack vectors—malicious content, DoS, anomalies, access violations, viruses, and spyware. Integrated into the Reflex IPS sensor, Reflex's **Network Discovery** technology passively records all existing hosts and their services and gives context to potential threats by correlating them in real time with the Reflex IPS engine. The Reflex **Network Defender** module has the ability to quarantine a host from a network by communicating with a switch and blocking the host's port, removing it from the LAN. The **Reflex Command Center** combines a powerful, centralized configuration and management console, comprehensive reporting tools, and ease-of-use in a unified solution.

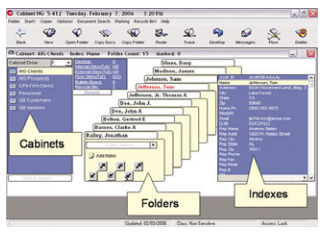


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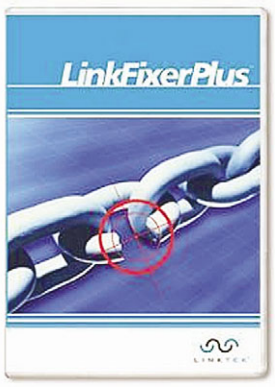


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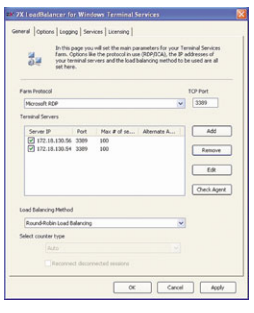
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Product Releases

Continued from Page 19

Desktop Management Suite For Windows, with automated features that let administrators reduce the time they spend on maintaining hardware and software inventories, as well as configuring machines.

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■ **Dell** is collaborating with **Novell** to offer Novell ZENworks 7 Linux Management Dell Edition. Using ZENworks 7, customers can maintain hardware, operating systems, and applications from a single administration console. Administrators can also automate certain recurring tasks making it easier to manage Linux systems. ZENworks 7 is compatible with both Red Hat Linux Enterprise Edition and Novell SUSE Linux Enterprise Server. Dell expects this product to be available next month for $69 per license.

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■ **PlateSpin** announced PlateSpin PowerRecon 2.0, its next-generation data center analysis and optimization software. This product arms Global 2000 data centers with new levels of intelligence and analysis capabilities for consolidating and optimizing the data center onto virtual machines and blade servers. Data Center users and consultants can completely automate the various stages of consolidation projects such as inventory, analysis, and migration from start to finish without having to set foot in the data center.

Security

■ **Astaro** launched ASG (Astaro Security Gateway) 6.2, which gives Novell users (including Groupwise and eDirectory) the opportunity to incorporate advanced unified threat management functionality into their existing Novell applications. ASG 6.2 features SSO (single sign-on) capability for eDirectory users, which allows them to only authenticate once at the initial client login for Internet access. Astaro has also added an eDirectory tree browser for IT administrators to select containers, users, or user groups and add them to Web content inspection policies or access control profiles. ASG 6.2 is available via Astaro's ASG Up2Date service, and Astaro will include it in any new Astaro Security Gateway products.

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■ **Cybertrust** announced its SMP (Security Management Program). Formerly known as RMP (Risk Management Program), SMP includes a new management console and additional features and enhancements. The SMP console lets customers view their compliancy status, overall risk posture, security vulnerabilities, and planned service activities. This offering gives users the opportunity to make more effective resource allocation and security management decisions thanks to its detailed security data, which also lets customers identify and prioritize security risks. This Web-based console integrates workflow processes, security management tasks, and vulnerability data into one interface enabling a more efficient management effort.

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■ **Elemental Security** introduced a new HIPAA policy framework to help organizations and businesses handle patient privacy. The latest version of the Elemental Security Platform 2.0 is built upon this framework for managing network access control, host security configuration management, and hardware and software inventory. Other benefits include on-demand audit reporting and protection from unauthorized use of removable and writeable media.

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■ **IBM** and its Lotus Software division announced a new version of IBM Workplace Services Express and a hosted trial version of IBM Workplace for Business Controls and Reporting. The new 2.6 release of Workplace Services Express will ship next month and has reliability and scalability improvements that can improve performance up to 200%. This release includes the new IBM Workplace Designer 2.6 tool for development and deployment and a license for IBM DB2 Universal Database Express Edition for database capabilities. IBM Workplace for Business Control and Reporting addresses the needs of businesses regarding regulatory compliance requirements and the need to improve internal controls.

Storage

■ Backup software developer **Asigra** says that it has teamed up with NAS gateway provider **ONStor** to offer a regulation-compliant way to safeguard data across remote locations. The joint product for the enterprise combines Asigra's Televaulting 6.0 software with ONStor's Bobcat NAS gateway. There are more details on the companies' sites.

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■ **Kashya** launched the KBX5000 R2.3 Data Protection Platform, an integrated DR and CDP product with complete application integration. The new product provides application-aware integration with Oracle and Microsoft applications, offering immediate recovery at both local and remote locations with over 2GBps of throughput in the high-end configuration. The new KBX5000 journals every data write operation and adds a recovery time stamp, generating infinite recovery points. The event-based tags, also new, enable administrators to easily identify known good recovery points prior to an event that caused data loss or corruption.

Telephony

■ **EMC** released an impact analysis program for VoIP. The EMC Smarts VoIP Manager software handles both dynamic root-cause and impact analysis and can automatically discover network elements, including media gateways, VoIP servers, telephony and network application services, and voice switches. It can also establish device relationships in the VoIP infrastructures and build a topology of the relationships and dependencies. Thanks to its automatic features, it can update automatically when the VoIP environment changes. It also complies with EMC's ILM (information lifecycle management) strategy.

SERVICES

Security

■ **Skybox Security** announced a partnership with **VeriSign**. The two are teaming up to deliver a comprehensive security-risk profiling service designed to help businesses identify and quantify security risks. Named the VeriSign Security Risk Profiling Service, this service combines the VeriSign Managed Security Services, VeriSign Global Security Consulting, and the VeriSign iDefense Security Intelligence Services with Skybox Securities modeling and simulation technology. This marks the first time enterprises will have a comprehensive and risk-based approach to SRM delivered through a service model. This service will perform tasks such as quantifying asset values, identifying likely access paths for attacks, reporting the potential impact of threats, and addressing internal and external regulation compliance.

Training

■ **True North Solutions** announced that it will be offering new information security and educational training seminars. True North Solutions offers courses ranging from disaster recovery to security for the end user. The classes are designed to educate people on the best security practices in a workplace and how to maintain a well-rounded security strategy. Half-day seminars and week-long training courses are offered and facilitated by Robert Andrews, a security expert who has taught security certification programs to members of numerous Fortune 500 companies. Most seminars are free, while training classes start at $3,995.

Identify, Analyze & Resolve Problems Beforehand

BMC Transaction Management Provides Monitoring & Troubleshooting Across The Enterprise

by Joe Lazzaro

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For every customer order, inventory report, account balance verification, cashed check, help desk call, etc., your information technology infrastructure is called upon to process transactions 24/7. This vital business process must not fail. In fact, your reputation, customer base, and bottom line irretrievably depend on how your organization handles transactions and how you respond to problems—hopefully before they strike—or how you pick up the pieces if the unthinkable happens.

As applications grow more complex, and computing environments more varied the task of tracking down transaction snafus looms even larger. Companies are turning to transaction management packages to help them identify and resolve issues with transactions across complex heterogeneous computing environments before they can impact the enterprise.

BMC's management products let customers automate and streamline IT processes.

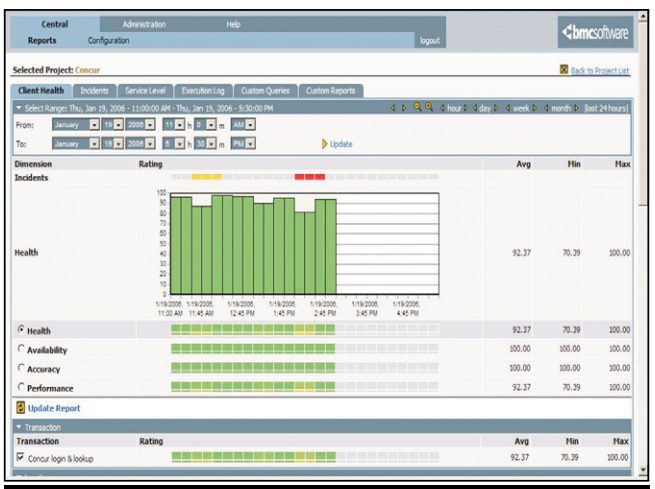
BMC Software introduced new transaction management products that let customers automate and streamline IT processes. The package works within a family of products that provides a multidimensional view of business transactions across the enterprise, automating problem isolation and resolution. The suite of solutions is engineered to help lower costs by dealing with hazards that negatively impact online transactions before critical business services are impaired.

BMC offers two discrete components: BMC MAINVIEW Transaction Analyzer and BMC Transaction Management Application Response Time.

The MAINVIEW Transaction Analyzer works by tracking transactions from beginning point to end point and identifying the platform that generated the transaction, the middleware involved with transaction processing, and the final destination(s) of the transaction.

To measure and quantify the customer experience, a sister solution, the BMC Transaction Management Application Response Time, tracks the time it takes for transactions to travel through the system, allowing IT staff to locate snags and tune the system to optimize performance. The software runs under Windows and helps organizations determine how long customers are waiting for transactions to complete. This is valuable for quantifying customer satisfaction, based on the assumption that the happiest and most loyal customers are the ones least hassled and who wait the least amount of time to be helped.

According to BMC, its main competition lies with Compuware ClientVantage (www.compuware.com), HP OpenView Internet Services (www.hp.com), and Mercury End User Management (www.mercury.com).



SnapShot

BMC Transaction Management

BMC MAINVIEW Transaction Analyzer starts at $75,000

BMC Transaction Management Application Response Time starts at $60,000

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Visit The Extreme Edge Of Storage

BlueArc Titan 2000 Series Offers Large-Scale 10Gb Storage Solutions

by Ed Tittel

• • •

WITH THE INTRODUCTION of its Titan 2000 series product family, California-based BlueArc delivers 10 Gigabit Ethernet clustering capabilities designed to support and manage up to 512TB of data in a single storage pool. Designed for use in enterprise data centers, the Titan 2100 (up to 256TB of data, up to 5Gpbs throughput) and Titan 2200 (up to 512TB of data, up to 10Gbps throughput) can deliver extreme levels of performance, scalability, and reliability.

The Titan series of products features a hardware-accelerated architecture and includes enterprise-class management tools such as data migration, replication, and antivirus support. The Titan series also supports a cluster name space to create a single, unified directory structure with global access to data for CIFS and NFS clients through any node in a cluster. The manufacturer mentions support for concurrent servicing of millions of users and hundreds of compute nodes, which represents the extreme edge of current storage services delivery technologies.

Titan series nodes support a mix of Fibre Channel, SATA, and WORM storage on any single system, thus enabling use of all the latest available storage technologies. Associated backup and replication technologies included with the Titan products permit users to enjoy continuous, uninterrupted high-speed data access without suffering performance impacts or access issues related to replication or backup activities.

Architecturally, the Titan series consists of numerous modules in a server enclosure, including network interface modules for networking and management; file system modules for access to files systems such as CIFS, NFS, iSCSI, and NDMP; and storage interface modules for disk, storage management, and cluster interconnects. This makes other ultra-top-end storage systems—especially those designed for large enterprises, data centers, and so on—from leading high-speed storage hardware vendors such as EMC (www.emc.com) and Network Appliance (www.netapp.com) the only real competition for the Titan 2000 product family.



SNAPSHOT

BlueArc Titan 2100, Titan 2200

Systems start at about $100,000 and can go up to more than $1 million

Ultra high-speed, high-capacity network storage devices with powerful management, replication/backup, and broad fault tolerance and redundancy characteristics

www.Processor.com/BlueArc

Kelly Carpenter, senior technical manager at the Genome Sequencing Center for the Washington University School of Medicine in St. Louis reports that his experiences with the Titan units have been uniformly positive. "These systems are very fast and handle large loads quite well," he says. He goes on to explain that the modular hardware design of the Titans allows them to handle processing for I/O, network communications, backup/replication, and even file systems in hardware. His own experience validates the vendor's claims that backup or replication cause no noticeable slowdowns for end-user applications and processes.

Powering Servers Big & Small

Aphel's DBH2 Series Of Rackmount PDUs Provides Scalable Power For All Types Of Networks

by Robyn Weisman

• • •

WHEN PEOPLE TYPICALLY think of blade servers, they more often are thinking about their processor power rather than the power needed to process them. As servers and the network hardware needed to connect them become more complex, however, server administrators cannot power their setups with any old power strip.

To remedy this issue, power solution supplier Aphel Technologies recently launched the DBH2 Series of rackmount PDUs (Power Distribution Units) to power blade servers and other high-density enclosures of various dimensions. The units are 2U in size, provide 17,200 watts of power, and can power up to six 2,900-watt servers with four power supplies.

"Certain applications need larger pieces of hardware. Sometimes applications require only a 1U or 2U server, but many need seven to 10U midframe servers, and it's very difficult to power both types," says Kevin Macomber, vice president of business and technology development at Aphel Technologies.

Macomber uses a humble kitchen outlet as an analogy for the power source and a microwave for a blade server. "If you plug your toaster, coffee pot, and microwave to the same circuit, there's a good chance that when you run the microwave, it will pop the circuit. Now imagine that you have six microwaves. You could separate them onto different circuits, but it would be terribly expensive," he says.

With the DBH2 rackmount PDU, users can plug all six of their "microwaves" into one really big circuit and obtain redundancy to boot. The servers themselves may have four power cords and be worth around $50,000 a piece—but the software and data on the servers could be worth millions of dollars, explains Macomber. The DBH2 PDU provides users with four power supplies—two that stay in use and two more that are idle yet ready to jump in should any of the others fail. "It's like having four engines in a car," says Macomber.

Aphel's main competitors in this space are IBM (www.ibm.com), APC (www.apc.com), and Liebert (www.liebert.com). Unlike other competitor offerings, however, the DBH2 comes with Aphel's Easy-Read TM digital ammeter, a high-resolution color display that can be read up to 12 feet away. Given that the average system administrator is in his or her 40s, Aphel's ammeter is a welcome relief to aging eyes. Additionally, Aphel's DBH2-10006 offers a twistlock outlet option, meaning the outlets cannot be pulled out under extreme force. This feature may appeal to those running mission-critical server applications or military clients.



SNAPSHOT

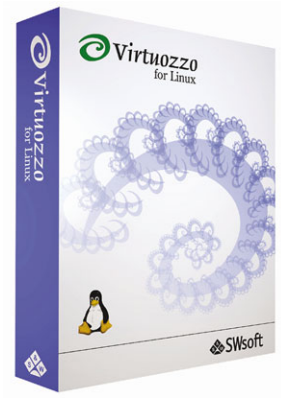
Aphel DBH2 Series of Rackmount PDUs

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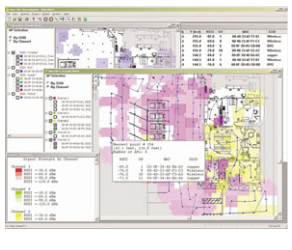


Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

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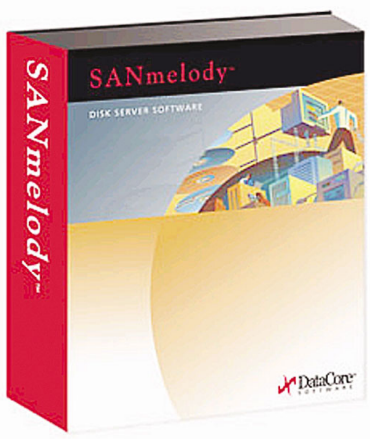
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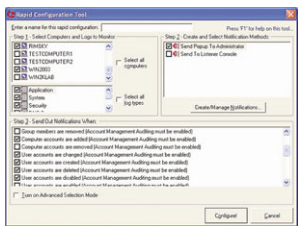
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OPINIONS
BENT • ON • STORAGE

The Paul Bunyan Of Storage

Sometimes I jump into the comp.arch.storage Usenet group to see what's bothering people and whether I have anything to add. Recently I came across an interesting thread. Someone had posted a question about configuring volume management for a database application. He was a storage admin and wanted to put all the block level virtualization on his disk subsystem, while the system admins wanted to use the Veritas Volume Manager VxVM and stripe across LUNs in the subsystem—establishing dual levels of data striping. Like many, he was looking for advice.

The postings in response were interesting and tended to dive into the details of the subsystem he was using. It occurred to me that these postings had missed the point entirely. The issue at hand had very little to do with product-specific capabilities but with the whole idea of resource control and unnecessary complexity.

Human beings have an urgent need to control things. That's why there are backseat drivers, attorneys, and the military. Technology administrators, as a closely related form of hominid, like to control things too. Face it, that's part of the attraction of becoming a systems administrator—because it's cool to wield a little power over something and to go along for the thrills on the technology roller coaster.

Given our opposable thumbs and enlarged brains, we also like to invent and use tools. Once we find a good tool and figure out how to wield it, we can devote an insane amount of time honing a craft around it. Ironically, in our modern digital industries, the tools can be amazingly byzantine, requiring the user to shape his intuitive thought processes into the twisted mold of the sadistic software developers that wrought their horror upon us. Like Jim Carrey in the movie "The Mask," once we put on the mask and become the tool, we are never really the same again, and this thing becomes the solution to our most pressing problems.

New Storage Efficiencies

The Veritas Volume Manager, aka VxVM, has to be one of the ultimate tools created for storage management. A good VxVM jockey can take almost any motley crew of disk drives and JBOD cabinets and turn them into a foundation for the corporate database. VxVM can turn a disk drive soup line into a storage banquet and find the car keys that you left in the freezer. Unfortunately for the incredible software wizard of storage management, it has mostly outlived its lifetime.

New disk subsystems are packed with shiny new disk drives and lots of processing power to perform the volume management functions that VxVM used to do. Like the steam shovel and the slide rule, VxVM has been leapfrogged by new inventions that do things differently—maybe not as creatively, but more efficiently and better. Modern storage subsystems have significant automation and installation features that can get themselves ready for action, without even being connected to a host adapter in a system. They might not be as precise or as flexible as VxVM, but they sure are a heck of a lot faster.

Like the steam shovel and the slide rule, VxVM has been leapfrogged by new inventions that do things differently—maybe not as creatively, but more efficiently and better.

They also require much less from the protein robot. I'm sure most readers would probably agree that the latest storage products actually do make their lives a lot easier. Storage products have been justified for many years based on their projected cost of ownership, and that trend is going to continue as long as we keep stockpiling data as submicroscopic quantum mappings of 1s and 0s. Cost of ownership is another way of measuring the level of automation in a product. The fewer buttons there are to push and the fewer times you have to check the meters on the impulse engines, the fewer screwups there are to deal with. As a result, the individual and corporation are both a lot safer. The paradox is that we gain control by relinquishing it to machinery.

Constant Change

Change keeps moving under our feet. Intricate storage configurations for a pair of Unix systems devised by a brilliantly deranged VxVM scientist are going to need to be mapped into strange environments like grid databases running on blade servers. Even if you're the mastermind behind the whole thing, you probably don't want to be involved in the process. Talk about your bad karma.

So VxVM is sliding from relevance. It's still great, but it's being pushed aside by lesser opportunists that have the advantage of location, location, location (the subsystem). What do we tell the storage admin? Get a useless graduate degree in VxVM? Nope. Just put it on the shelf and let common sense be your guide. All things must pass.

Send your comments to marc@processor.com

MARC FARLEY

AUTHOR *Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.*



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OPINIONS
DATA • DEVELOPMENTS

Helping Orcas Work For Developers

As some of you know, I live within artillery range of the main Microsoft campus. That's a term my dad (a former Army artillery and air-defense officer) would use when he wanted to keep the city elders in El Paso, Texas, aware that his home overlooked the city and he could easily lob a few rounds of 105mm artillery down on city hall if they strayed from their elected duties. The relationship I have with the folks on campus is not quite that strained but gets pushed to the limit from time to time.

After their last reorg, the latest Product (or is it Program?) Manager assigned to the Visual Studio team gave me a call so we could talk over some ideas about improving the design experience for building CLR executables. Since I had just finished the chapter on this subject for my new book, I had quite a few ideas for him. I thought that I would share these with you as well so you could provide some additional real-world feedback. It's not too late for you to submit your ideas about the next version of Visual Studio, so I encourage everyone to turn them in. A few ideas I suggested to help developers create CLR executables include:

Protect your IP. One of the issues that's come up recently (besides the issues I raised last time) is protection of intellectual property—in other words, protecting the investment you've made in that fancy CLR executable that makes your application different, faster, and sell better than its competitor. As it is, when you use Visual Studio to build a CLR executable like a stored procedure, function, aggregate, trigger, or user-defined type, the deploy operation copies the compiled DLL to SQL Server. Unfortunately, by default, the same process copies the source code and all of the files used to manage your Visual Studio project into the system catalogs alongside the binary executable DLL. What this means is that anyone who has access to the database (such as your customer) can run a simple query against the sys.assembly_files system view and return the source code along with the comments—and in the language you used to implement the executable.

Unless you disable source-code deployment for your production builds, anyone can see your source. To deal with this issue and those I mentioned last time, I suggested that Visual Studio change the way that the build scripts are executed and persisted in the project. I think that Visual Studio should simply build "suggested" build scripts as it builds suggested test.sql scripts. Developers could comment out those parts of the deployment script that they didn't want (like the sections that copy the component source and support files to the database catalogs). This would also give developers a chance to alter the scripts to include the request to overlay a dependent CLR executable (like a user-defined type) instead of having to remove and rebuild all dependencies before deployment.

Improve the "object pickers" in the Visual Studio IDE. As it is when you start exploring the list of stored procedures, tables or other database objects, or classes to reference, you're often presented with seemingly endless alphabetically sorted lists of items. Given the size of the fonts used in these lists (which can't be easily changed), it would be far more helpful if Visual Studio used the same technique used by SQL Server to filter the list on schema (owner), name, or date created.

Create a live SQL query window in Visual Studio like the "New query" window in SQL Server Management Studio. This would permit developers to test and refine SQL and make administrative changes to database objects without having to open another application.

Improve the way that hotfixes are supplied. As it is, once you find out that a fix for the bug you've been experiencing has been created, you still have to endure a (best-case) 40-minute call to PSS to convince them to send it to you. I would like to see these freely posted on the Web so anyone can download them (at his own risk).

Microsoft is currently in the process of reinventing Visual Studio (again) to fold in a few of these changes and enable better access to Vista, WinFS, and the other emerging technologies the kids at Microsoft keep inventing. This project (called Orcas) is due about the time that Vista goes to manufacturing, more or less, but no firm date has been made public. Note that one of the ground rules at Microsoft for Orcas is that the .NET Framework is not to change. Everything must work with the latest (2.0) version. This is important because if Orcas requires developers to convert their existing Visual Studio 2005 applications, I expect I'll have to unpack that 105mm howitzer I inherited from my dad.

Send your comments to bill@processor.com



WILLIAM (BILL) VAUGHN

AUTHOR

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

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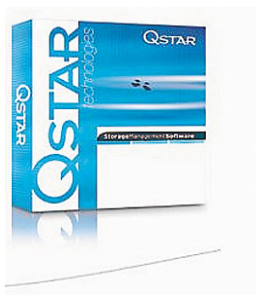
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QStar Adds Digital Signatures To Its Data Archive Product Suite



QStar's HSM (Hierarchical Storage Management) has been setting the standard for Storage Management since its introduction. HSM provides the security and accessibility you need for your data on your platform of choice. The following hardware is supported: UDO Drives/Jukeboxes, PDD Drives, Magneto-Optical Drives/Jukeboxes, CD Jukeboxes, DVD Drives/Jukeboxes/Arrays & Tape Drives/Jukeboxes.

HSM now includes functionality to manage the digital signature process. The Digital Signature feature provides a means for a signing authority to secure documents from tampering and version changes, a key to many compliance requirements.

Adding the ability to provide digital signatures to stored data and manage the digital signature process provides another level of information security within the QStar product line to protect customer's data. Digital signatures can be used with any kind of document, whether it has been encrypted or not. The digital certificate contains the digital signature of the certificate-issuing authority so that anyone can verify that the certificate is real, and thus the document is authentic. This is a key component for a number of highly regulated market segments such as Drug Development, Medical, and Life Sciences. The signature is there to ensure that any changes made to the data have been signed and cannot go undetected.

The QStar Digital Signature feature is an optional component supported in software version 4.20.80 and available immediately.

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Software - Messaging & Groupware Advertisement

Fax Server Software Addresses Compliance & Spam



Zetafax network fax server software now does a lot more than simply enabling employees to send and receive faxes from their desktop and laptop PCs.

Zetafax helps meet compliance legislation. **Compliance** remains the No. 1 issue for organizations across many sectors, especially financial services, healthcare, and local government sectors, with regulations such as HIPAA, Sarbanes-Oxley, and the Data Protection Act now in force. Zetafax helps IT managers meet increasing board-level demands for IT departments to support compliance-related targets. For instance, all faxes sent and received with Zetafax can be stored electronically for archive and retrieval. Sensitive and confidential documents can be kept private by faxing directly from PC to PC, and fax audit trails can be maintained. Zetafax supports compliance requirements, and it also helps IT managers cope with the growing use of fax as a mass marketing tool. The product now includes a **Junk Fax Filter**, providing an effective way of dealing with increasing amounts of fax spam.

"We have taken a hard look at the daily issues facing our customers and developed a new version of Zetafax which goes beyond simply sending and receiving faxes", says Chris Oswald , CEO of Equisys. "Compliance legislation and fax spam are just two key issues which Zetafax 2006 helps to address. Our new fax creation tool means that faxing is now even faster and easier for users – which by definition means Zetafax is easier for IT managers to manage."

Improvements for IT managers:

A key new management feature is the **Junk Message Filter**. This allows network administrators to automatically delete junk faxes (or fax spam) or to divert them to a specific folder on a system-wide basis.

A new **"Do Not Dial"** control allows network administrators to prevent users sending faxes to specific numbers such as premium rate services or selected international destinations. Restrictions can be made by number prefix, area code, or DDI.

The enhanced **Server Queue Management** feature allows network administrators to control at sever level the priority of faxes that have already been submitted. This means that if nonpriority faxes are holding up more important ones, they can be sent to the back of the queue.

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Software - Database & Data Mining Advertisement

ProClarity Analytics 6 enhances SQL Server 2005

ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

An expanded analytics footprint

- *Simplifies the complexity of the UDM*
  Microsoft's new Unified Dimensional Model (UDM) provides enhanced functionality and powerful new capabilities. With these improvements comes complexity. ProClarity 6.1 simplifies the complexity by making it a much more intuitive process by leveraging hierarchy, attribute and measure relationships to create analytic views. Context filters help keep analysis focused on pertinent information, and ProClarity's highly visual charts and graphics help users instantly understand key performance indicators (KPIs).
- *Improves SQL Server's adaptability*
  ProClarity frees IT from being the sole group responsible for creating and maintaining KPIs. With ProClarity 6.1, any business user can do it.

Tight integration with Microsoft Reporting Services 2005

- *Simplifies reporting*
  With ProClarity, authors do not have to spend loads of time writing complex MDX scripts.
- *Links reports to analysis*
  By integrating Reporting Services reports into the ProClarity dashboard, ProClarity enables decision makers to monitor performance and access formatted reports for additional detail.

New versatile dashboard

- *Makes it easier to monitor the information you care about*
  Any user can easily build, tailor, maintain and update a dashboard using ProClarity's wizard-based interface—without waiting on IT to develop it.



- *Enables train-of-thought analysis*
  Instead of needing technical expertise or IT to perform data analysis, users can simply link from any spot on the dashboard into full-screen, guided ad hoc analysis.
- *Simplifies deployment and customization*
  Eliminating the need to install analytics software, ProClarity provides easy portal integration through URL addressability and completely thin, zero-footprint clients built on an open .NET architecture. All charts are optimized for Web deployments.

Expanded delivery options

- *Equips you to more easily produce printed reports*
  With ProClarity Publishing Server, it's simple for end users to create externally consumable publications that integrate ProClarity graphs, grids, and visualizations with commentary and dynamic text. The publications can be fully customized to fit corporate branding guidelines.
- *Cuts costs*
  Publication templates are reusable so you don't have to start from scratch each time you need the publication.
- *Links scorecards to analytics*
  By adding powerful charts, visualizations, and analysis tools, ProClarity takes your Microsoft scorecard initiative much further, with an easy-to-integrate, zero-footprint scorecard solution.

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Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations.

"SQL Backup Pro Edition includes two tools—SQL Backup and SQL Log Rescue—that should be a part of every DBA's toolbox," says Jason Delaune, production DBA at Tulane University. "It was a crucial tool in our backup and recovery efforts surrounding Hurricane Katrina and will continue to be a vital part of our data security strategy."

SQL Backup Pro Edition provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data.

The software bundle sets new standards for convenience and flexibility, enabling users to connect and manage all server backups remotely from a central client-based GUI and take advantage of wizards to plan SQL backups and automate log shipping. Object-level recovery and log analysis is provided through SQL Log Rescue.

Advanced compression levels in SQL Backup Pro provide up to 95% smaller backups and deliver speeds up to three times faster than native SQL Server backups.

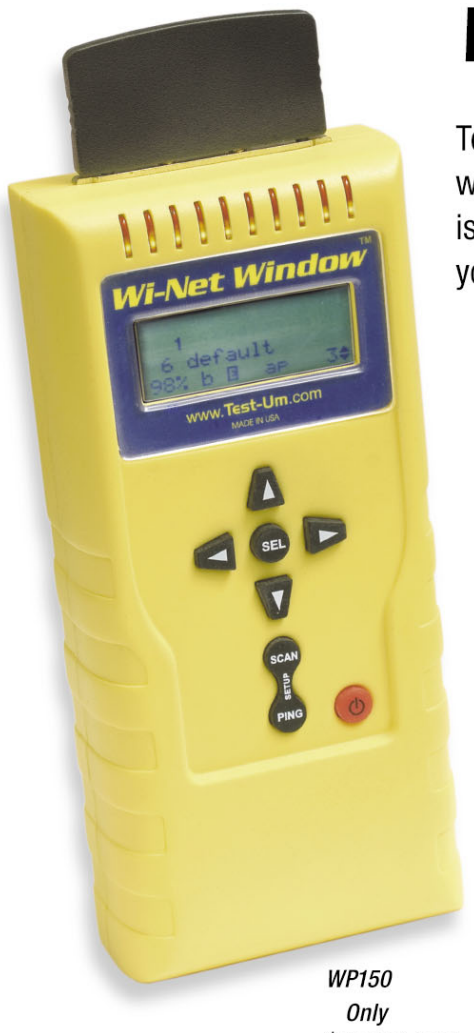
SQL Backup Pro Edition is available for $695 per server, with substantial volume discounts. It is compatible with both SQL Server 2005 and SQL Server 2000.

A free, fully functional, 14-day trial version of SQL Backup Pro Edition is available at
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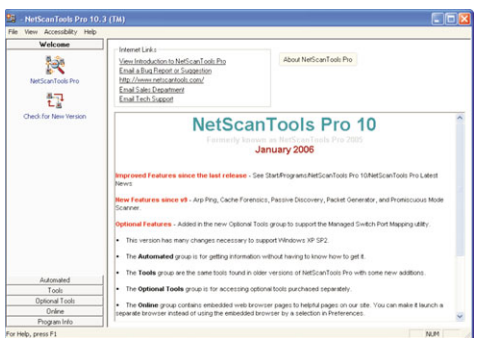
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NetScanTools Pro Benefits

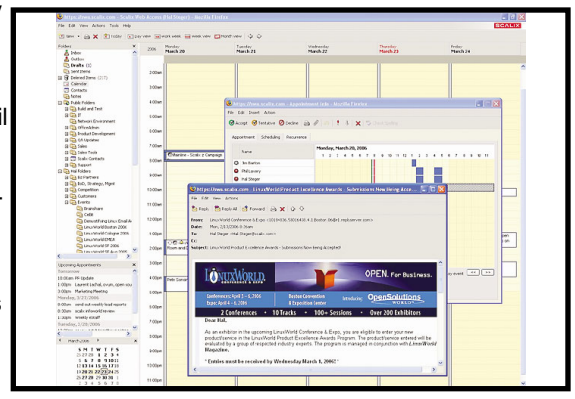
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Migrate Your SME's Paper Forms To eForms

Making The Move Can Save Money & Improve Productivity

by Will Kelly

• • •

Paper form-based processes can be the bane to data collection and aggregation on multiple levels. While paper forms have been around since the dawn of business, the costs of processing paper forms can be a drain to a budget-conscious small to medium-sized enterprise.

Estimations for the costs of paper transactions range from $8,000 to $9,000 from the inception to sunset of paper forms. The cost of paper transactions hover around $35 per transaction, not to mention the specter of human errors that are introduced as data is rekeyed into a database from paper forms.

Putting paper forms online enables your SME to improve productivity, accuracy, data aggregation, and security of your forms-based business processes while maintaining a paper-like experience for users using Web standards such as XML and PDF.

The economics of eForms can make them a compelling solution for SMEs collecting information from external constituents. According to Robert Manfredi, senior vice president of sales at Herndon, Va.,-based Formatta (developer of the Formatta eForms Designer), the potential scenario of a seven-page job application migrating from paper to an online HTML form enabling the user to save the session is upwards of a $50,000 proposition to implement and maintain.

Manfredi says the driver for eForms comes when SMEs need to "beef up backend paperwork. Paper is a bottleneck." He further elaborates, "With SMEs having limited resources, paper-based forms are an outdated and expensive way for people to give information."

The best approach to selecting an eForms package is to seek a package that enables you to scale up as your comfort level and eForms expertise grow within your organization.

Alan Tam, product marketing manager for Adobe LiveCycle Forms, Adobe LiveCycle Designer, and Adobe LiveCycle Barcoded Forms, mentions the cost of paper and transactions, employee productivity, and the 7% error rate typical with manually rekeying in form data as some of the drivers he has seen amongst Adobe's customers.

Putting Your Forms Online

You need to tie migrating your forms online to revenue and cost savings from automating the tedious tasks of managing form data. Joe Whitmore, CTO of Formatta, says, "Pay attention to licensing. Revenue can be aligned with how customers use forms. Pay only for how much you want to automate."

Successfully implementing your first eForm is a phased process. After selecting an eForms package that meets your requirements and enables growth for the future, choose a paper form and related process for migration. While your SME probably doesn't employ a forms designer optionally, you can outsource the design of the form.

However, if you are starting with a typical business form such as an invoice, your eForms package should include an example form that may match your form requirement with a little modification. Form design tools such as LiveCycle Designer are graphically oriented and quite similar to GUI-based Web development or desktop publishing applications helping with the learning curve.

Typically, end users can download a free client such as Adobe Acrobat Reader 7.0 or Formatta Filler and work on filling in the eForms offline for submission later via email. Forms packages such as Formatta Designer and Adobe LiveCycle Designer then let you collect and aggregate the data in familiar file formats such as .XML or .CSV.

Selecting An eForms Package

eForms packages such as Formatta Designer and Adobe LiveCycle Designer offer a fast track method for creating eForms that still have the same look and feel of their paper form cousins. Both Formatta Designer and Adobe LiveCycle Designer are graphically oriented and come with example eForms you can modify for your own purposes.

The best approach to selecting an eForms package espoused by both Formatta and Adobe is to seek an eForms package that enables you to scale up as your comfort level and eForms expertise grow within your organization. As an entry-level solution, you need to find a suitable eForms designer application.

Manfredi says, "SMEs should look for an eForms package that has a jumpstart like online help and templates. Dissect these training tools to learn how the developer put their example templates together."

"Try before you buy. It's low risk," says Manfredi about trial programs. Such trial programs typically offer 30- to 45-day trial periods and time enough to learn the basics of an eForms application and match the product features against your requirements. Both Formatta and Adobe provide trial downloads of their eForms applications.

Jeff Stanier, product manager for Adobe LiveCycle Forms, Adobe LiveCycle Designer, and Adobe LiveCycle Barcoded Forms, offers the following advice, "Look for an [eForms] solution that will get you the whole way." Both Adobe and Formatta's eForms product lines are designed for growth, offering eForm designer applications through server products.

Formatta's Manfredi also recommends SMEs consider eForms packages with "catalogs" where you can save commonly used form elements such as common table or field layouts for capturing frequently requested information such as customer name, address, and phone number for later reuse across your forms library. Adobe's Tam makes the same recommendation for choosing an eForms application with libraries because they help users create a consistent look and feel across an organization's form library.

The flexible migration path from paper forms to eForms means you can perform the initial effort at your own comfort level without the expense of costly professional services engagements and expensive server products.

Product Pricing

Adobe Systems

www.adobe.com

Adobe LiveCycle Designer: $349

Adobe Acrobat Professional for Windows bundled with LiveCycle Designer: $449

Pricing for Adobe LiveCycle server products depends on your requirements and is available on a per CPU, per form on a per user basis, depending on product selection.

Formatta

www.formatta.com

Formatta Filler: Free

Formatta Designer: $249

Formatta eForms Manager: $14,995 turnkey product including Formatta Designer and unlimited Formatta Filler licenses.

eForms Server Solutions

While your small to medium-sized enterprise's eForms needs may be met by just the introduction of an eForms designer and email, server solutions such as Formatta eForms Manager or Adobe LiveCycle Server provide security, workflow, and improved eForms interactivity and intelligence. Large volume eForms processing often necessitates the move to a server-based forms solution.

eForms Implementation Best Practices

The eForms experts we interviewed for this article mentioned a wealth of best practices for implementing eForms. Here are a few:

- Phase the eForms in over time.
- Add intelligence such as data validation to the forms in later versions of the forms.
- Consider the workflow process path or tools to migrate from paper forms to eForms at your SME's own speed.

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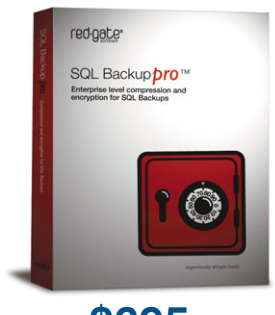
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Printer Policy Paradox

How Many Printers Does Your Data Center Need?

by Douglas Schweitzer, Sc.D.

• • •

Despite the drive toward the paperless office, the average data center still produces volumes of printed materials. When it comes to data center printing, the shared network printer is a cost-effective and productive workhorse. If you'd like to have control of a centralized print station with one machine that does it all, there are many options that combine the functions of a flatbed scanner, copier, inkjet printer, and fax machine and even do photo printing. And some models boast Wi-Fi connectivity or Ethernet networking.

The key lies in finding the right mix for your data center's specific needs. Your company will have to determine which printers and other devices (such as fax machines and scanners) are overburdened and which are underutilized and select which ones need to be upgraded and which can be consolidated into one multifunction product.

Network Printer

For data centers that need to print out larger volumes of information, shared network printers are the best option, as they're designed and manufactured with heavy-duty printing needs in mind. "I usually go for the two-to-four person per small workgroup printer," says Lewis G. Rosenthal, CNA, CLP, CLE, Rosenthal & Rosenthal Accountants/Network Consultants.

A workgroup printer should turn out approximately 20 (black-and-white, laser) pages per minute. Rosenthal says, "For faster, more expensive lasers, the number is typically eight to 10 per printer (32 to 50ppm), or whoever is within convenient walking distance to the unit, which means if I have a dozen people within walking distance, and the printer won't produce a lineup of folks waiting for jobs, then a dozen people can use it."

The optimal printer you select should be able to print out documents as quickly as your users are able to send them. A printer with a large enough memory to handle many print jobs in queue is a must, as is the ability to expand that memory later, if need be. If you've got a large number of users who all seem to print simultaneously, then a "high pages per minute" printing capacity is a must for your company. Also consider other optional functions such as collating, variable paper trays, stapling, and duplex printing: If your business uses them, a multifunction printing device is worth the extra expense.

Research firm Gartner recommends that businesses create cross-functional internal task forces to be an active part of the assessment process to "rightsize" their document output device fleets. With multifunction products playing a more prominent role in the product portfolio, businesses that have not yet consolidated their copier and printer management operations will need to do so.

Selecting The Right One

Hundreds of printers are available to meet a wide range of needs; however, the most basic calculation to determine your company's requirements centers on the number of pages you print. (Further delving can include examination of the size of paper you print on, the number of colors you use, as well as other specifics.) Your staff will have to tally the number of pages generated per month, as well as take into consideration any projected or anticipated increases in those figures. Purchasing a printer that can meet those numbers will prevent you from finding yourself without a printer when this one gives up the ghost from being overburdened.

While it may seem that bigger is better in the case of printer purchasing, you'll just be squandering resources if you opt for features or capacities that your company will never use. If you want to follow HP's advice, it recommends "a balanced deployment strategy employing MFPs (multifunction products) and single-function devices when appropriate. This approach can improve both printing performance and cost while dramatically increasing device utilization, return on investment, and productivity by moving advanced functionality closer to users." HP says, "Reaching a state of balanced deployment and optimizing your printing and imaging environment and document workflows can yield substantial benefits. Recent IDC research reveals enterprises that have were able to realize average cost savings of 23%."

When It's Time To Replace

According to Rosenthal, "As far as replacement goes, it typically becomes a matter of performance, features, and repair cost. When the cost of a maintenance kit approaches 75% of the value of the printer, it's usually time to cycle the printer out of production." When faster models are available for a reasonable fee, the company should examine features vs. costs and make the determination then. Rosenthal says, "Typically, if there is life left in the older unit, we redeploy it to an area with less volume to get the rest of the life out of it before scrapping it out."

Service Agreement Is Key

Once you've determined what type of machine best suits your printing needs, you'll have to consider the service agreement—assuming you're not leasing the product. (Leasing can help your staff get their feet wet. They'll be able to test features on a leased machine that your company might not consider or be willing to pay for otherwise.) If your company does business on a global scale or over several time zones, your service should be available at any time of day or night, including weekends. In addition to service contract fees, you'll have to find out ahead of time how long it will take after you make a service request before a technician will come tend to the machine. Having the guarantee in writing eliminates disappointment and frustration in the event service is required later.

Typical Printer-To-Employee Ratio

By balancing your peripherals with the number of workers using them, you can increase productivity while reducing your operating costs by around 10%. According to HP, a typical ratio is approximately one printer for every 4.4 employees. You can achieve this employee-to-printer ratio by eliminating the use of individual desktop printers and centralizing printing stations among work areas. Keep in mind that the aforementioned will not apply in circumstances where an individual desktop printer is necessary for confidentiality reasons or for disability accessibility.

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Blade Cost Comparison

Power Efficiency, Space & Time Savings Help Justify The High Cost

by John Brandon

• • •

MOVING TO A BLADE server architecture can be a daunting proposition. Not only is there a high replacement cost, but the ancillary equipment can raise the stakes as well. While the advantages of more power efficiency, space savings, performance, and streamlined administration are attractive, many small to midsized enterprises have debated the costs compared to traditional servers.

Initial Expense Hurdles

Clearly, blade architecture makes sense for large enterprises such as NASA or Microsoft, who link thousands of systems together in multiple locations. The higher comparative cost of a blade architecture makes sense as a way to reduce the complexity of a massive server architecture.

For smaller companies, however, there are more intangibles. The power savings, for example, are hard to quantify because they depend greatly on the number of blade servers, server racks, overall company size, and location. Better administration may be an important factor for thousands of connected users but less compelling for a 200-person company. A blade server investment can start at $30,000 and run as high as $200,000 or more. Each blade can cost from $3,000 to $30,000, but the majority of the cost is associated with the infrastructure and replacing outdated hardware.

"There is an initial cost to deploy the chassis itself which may be viewed as a high cost of entry for some smaller customers," says Scott Tease, worldwide director of product management for IBM BladeCenter. "However, once the chassis has been installed, adding new blades takes only moments, speeding installation, reducing installation costs, and making scalability much easier."

Long-Term Benefits

After the initial costs, the savings come primarily in power efficiency and the lower costs that come with a lesser need for cooling solutions. Rackspace, a managed hosting company, estimates that the total power savings for a blade approach is about 10% compared to traditional servers. IBM estimates the savings at closer to 25% to 45% over traditional servers. That power efficiency can help save thousands.

Each blade can cost from $3,000 to $30,000, but the majority of the cost is associated with the infrastructure and replacing outdated hardware.

The space savings are equally impressive for those who must squeeze a high amount of processing power into a small data center. Steve Gillaspy, group manager of HP BladeSystem product marketing, lists space saving as one of the most important cost advantages, along with the reduced administration time.

"As the cost of space continues to increase and more power is consumed, companies are seeking to 'blade everything' in order to reduce space and maximize energy efficiency," says Gillaspy. "HP BladeSystem enables administrators to reallocate their time from menial tasks to value-added projects in line with the business strategy."

According to HP, there's a 25% to 65% reduction in the space required for a blade architecture compared to traditional servers, which translates into lower building lease fees for smaller companies. Some can use the space for other purposes, such as more space for a software development team. With blade, there are also fewer cables. HP estimates that traditional servers require about 200 cables, compared to 14 for blade. IBM estimates that a blade architecture means an 85% reduction in cabling. Another soft benefit is that less cable requires less maintenance, lowering costs again.

Perhaps the greatest cost savings, however, is in efficient administration. IT has become more complex with the advent of new security systems, storage options, wireless networks, and end-user demands for high performance and data archiving. "Traditional servers take longer to set up and require more planning and end-user training. Blades cut admin time and enable operational savings," Gillaspy says.

"IBM BladeCenter delivers powerful remote management to the entire solution without having to add expensive server management cards, thus improving your IT professional's efficiency," Tease adds.

Figuring Out The Factors

Of course, lower lease rates, better power efficiency, and more intelligent data center administration are savings that will take months or even years to realize. So part of the cost comparison must also include the initial blade investments. Many companies install traditional servers over a period of years, budgeting accordingly and applying the yearly capital expenditures. Conversely, a complete blade system upgrade, according to HP, costs about $32,000 for 16 servers. That includes 16 Dual-port Fibre Channel Adapters (2Gb HBA at $599 each) for $9,584 plus two Brocade or McData 4Gb SAN Switches for $22,000, SFPs included. It's important to note that purchasing a traditional server architecture would be much more expensive: about $94,000, according to HP.

IBM gave another scenario for a small business: "You can start with a $1,395 price point for the chassis amortized over the installed servers," says Tease. "So if you have six servers, customers are looking at a bit more than $200 per server in the chassis. The cost for each blade starts at about $1,749, including processor and 1GB of memory, so adding in the chassis cost per slot, it's $2,000 for the workable solution."

Just how workable the cost comparisons become depends on your existing investment—and what you will lose when you replace systems. You should weigh the procurement costs against the long-term benefits of power efficiency, space savings, and administration against the current traditional server model.

HP Cost Comparison Study

Option A: Rackmount Servers	Option B: HP BladeSystem
16 servers • 16 Dual-port Fibre Channel Adapters (2Gb HBA at $1,450 each) = **$39,200** • 32 fiber-optic cables at $100 each = **$3,200** • 32 SFPs at $200 each = **$6,400** • 2 4/32 SAN Switches (16-port base model with upgrade) = **$45,584** **Total = $94,384**	**16 servers** • 16 Dual-port Fibre Channel Adapters (2Gb HBA at $599 each) = **$9,584** • 2 Brocade or McData 4Gb SAN Switches = **$22,000** (SFPs included) **Total = $31,584**
Total savings: 67%	

IBM BladeCenter Cost Options

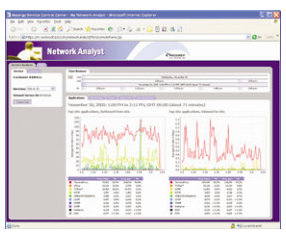
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Description	Intel-, AMD-, and POWER-based servers
Target Deployment	SME, data center, high performance, telecom
Processor Type	Opteron, Xeon, POWER
Processor Range	Supports two-way POWER processor-based servers and four-way Intel processor-based servers
Operating Systems	Windows, Linux, AIX-5L
Servers	Intel-based: HS20, HS40 POWER-based: JS20, JS21 Opteron-based: LS20
Price Range	HS20: Starts at $1,669 (economy) HS40: Starts at $4,999 (economy) JS20: Starts at $2,259 JS21: Starts at $2,499 LS20: Starts at $2,259

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Duplicitous Processing

Dual-Core Chips Set To Dominate The Market By Next Year

by Ericka Chickowski

• • •

ADMINISTRATORS HAVE long been using the advantages of multiple-processor machines to improve the performance of their systems within the data center and beyond. However, the more processors used within a machine, the more power it draws and the hotter it gets, especially lately as manufacturers have been pushing the limits of Moore's Law. Add to that the additional space required by multiprocessor mainboards and the fact that most software requires licensing for each processor, and it is easy to see that this setup does have its drawbacks.

The arrival of an alternative has been anticipated for several years, and for nearly a year, this alternative has been widely available on the market. Dual-core processors, processors with two semiconductor cores included on a single processor, have been readily available since last April. But small to medium-sized enterprises have never been known to be early adopters on the bleeding edge of technology, which is why these improved processors are not yet ubiquitous in the SME landscape. However, as manufacturers refresh their dual-core models and they reduce their prices, SMEs may have reason to look seriously at the technology.

Performance Enhancements

According to research firm Gartner, dual-core processors deliver the greatest advance in performance since the introduction of the 386. But one of the most commonly held misconceptions about dual-core processors is that these chips offer the fastest speed on the market. In fact, all dual-core chips on the market are still slower than the fastest single-core chips available. There may be two cores onboard, but that doesn't necessarily mean an advantage in clock speed. Instead, these chips offer better throughput—basically, they can do more computations at once. So even though they are rated at the same speed, a dual-core 3GHz chip would perform slightly better with high-demand software than a single-core chip of the same speed.

This is key for SMEs that have servers at high utilization for applications such as virtualization software. It is also a boon for those on desktops using media-editing software or engaging in computer-aided design or simulations. Gartner estimates those using these applications can expect up to 70% in performance increases through dual-core processing.

It is important to remember the distinction between speed and throughput when determining whether your organization should switch to dual core. Those that need servers or desktops to run simpler applications may not necessarily need the improvements offered by dual-core technology.

The advantages of dual-core processing go beyond throughput improvement, however. Where these chips are really meant to shine is in terms of power consumption and their dissipation of heat.

The reason dual-core processors were developed in the first place was to create a chip that had similar performance to two processors working in concert without being so power hungry or running as hot. This is a benefit to any system in the enterprise, but it has especially been a boon for blade servers, which are notorious for their power and heat issues. This is likely why analysts at IDC have said they have seen the switch to dual core as most apparent among blade users.

Adoption Rates

Vendors and analysts alike are bullish on the prospect of dual-core adoption in the next 18 months, particularly for servers. At the end of last year, dual core made up about 25% of all server processor sales, according to IDC. At IBM, executives say that they hope to finish this year with 70% of their business server clients switching to dual core.

Equally optimistic are Gartner analysts, who predicted that dual-core processors will make up the majority of units shipped by next year. The jury is still out on whether these lofty projections will be met, but it seems likely that the market for these chips will accelerate after a couple of key announcements in the last month. AMD said that it will ship dual-core processors with virtualization technology in the first half of this year. And in mid-March Intel announced the second generation of its dual-core technology, a refresh that experts believe will drive sales considerably. Already, HP has announced that it will give a face-lift to its servers, workstations, and blades to include this new line of processors.

In addition to bringing in new products, both Intel and AMD announced major price reductions and buyer incentives on their dual-core models—with AMD slashing dual-core server chips by 40% and Intel offering special rebates on dual-core desktop prices.

Improved Performance

Back before the days that single-core processors reached above 3GHz, speed was king. Industry experts touted the need for faster clock speeds, and much of the R&D and marketing of chipmakers was geared toward faster and faster chips. But times have changed.

The faster the chips went, the more the law of diminishing returns began to play out. Every slight increase in speed resulted in a bigger increase in power draw and heat dissipation. This was no good for most users but particularly bad for data center operators. Both Intel and AMD foresaw the time where users would be put off by faster speeds with insatiable power and cooling needs. In fact, Intel dropped development of its 4GHz "Tejas" processor for this very reason; the chip was reported to dissipate 100W of power.

It is for this reason that development has focused on dual-core technology with improved cache. Better throughput means improved performance no matter what the speed.

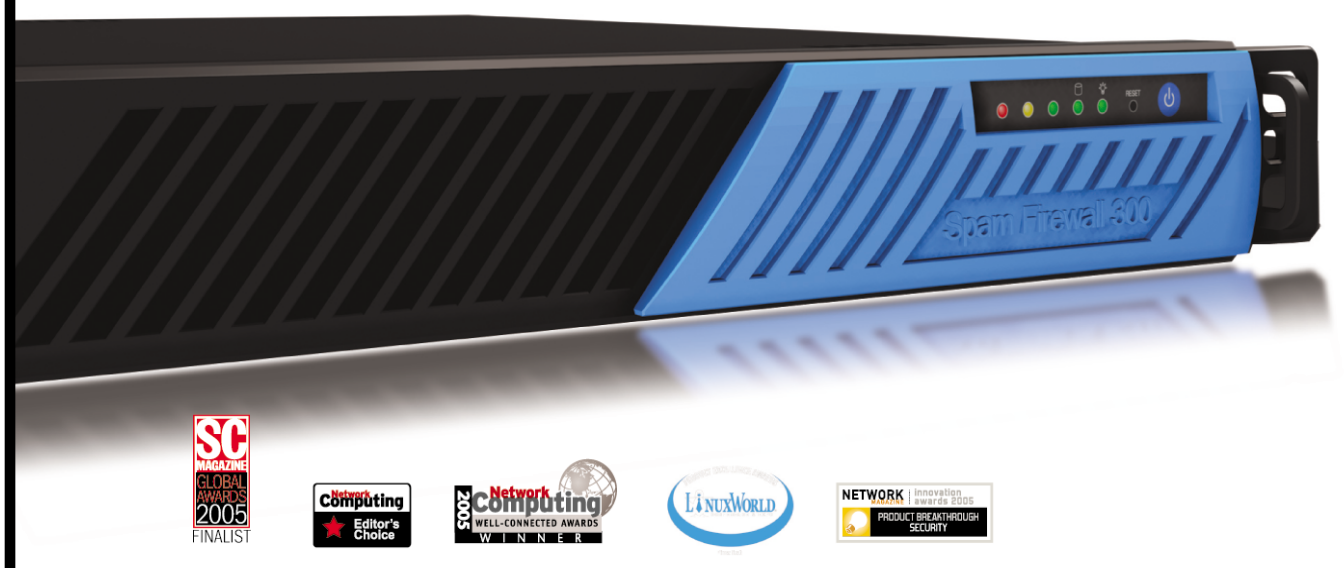
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WHAT'S HAPPENING

Blade Servers Are Nothing Without Switches

How BLADE Is Conquering The Blade Switch Industry

by Chris A. MacKinnon

• • •

YOU MIGHT SAY THE blade server market is in a state of flux, especially when companies such as Sun Microsystems jumped ship last year and yet is promising more blades this year. Some vendors, however, are broadening their blade system horizons with new blade endeavors. Take BLADE Network Technologies, for example: This new blade server switch startup, headquartered in Santa Clara, Calif., recently spun off from Nortel's blade server switch business unit. The new company will focus specifically on building network switches for blade chassis in a market that is growing like wildfire.

BLADE's President and CEO Vikram Mehta sure seems to know more about the current state of the blade server switch industry than most. He explains, "For every dollar that customers spend on blade servers, they spend between 15 and 20 cents on blade server networking, putting the total addressable market size for the blade server networking industry at $1.5 billion to $2 billion by 2009." According to IDC, the blade server industry is a $2 billion segment today and is expected to grow to over $10 billion by 2009, making it the fastest growing subsegment within the greater server industry.

Blade server switches, such as the ones BLADE supplies, are the backbone of a blade server system. The only way to access server blades that reside in a blade server system is via a blade server switch, so in this regard, BLADE represents a very strategic part of a blade server system. Mehta says, "As a strategic element of the entire system, there is an opportunity for blade server switch vendors like BLADE to have a material impact on a blade server system's performance, scalability, manageability, security, availability, and total cost of ownership."

The Challenges

BLADE shares its view of some of the present blade server switch industry challenges and also what the company is doing to solve some of these issues. Mehta says, "Two of the biggest challenges presently confronting the blade server switch industry are management and resource virtualization. As customers deploy more blade server systems, these challenges grow exponentially. Customers must be able to easily manage the large number of blade server switches that are part and parcel of a typical blade server system deployment and also effectively realize resource virtualization (the ability to allow a blade server switch in a blade server system to direct traffic to server blades residing in a different blade server system)."

Mehta says the company's vast installed base of customers provided an early view into this looming problem, along with the revenue potential that lies in solving these critical customer issues. He says to watch this space very carefully. "BLADE is working on innovative software solutions that will overcome both the management and virtualization challenges. Expect us to lead the industry in solving these problems with add-on software products in the latter part of 2006."

Elsewhere in the blade server switch space, Mehta says industries big and small are interested in deploying blade server switches because they are the backbone of a blade server system. But Mehta notes that BLADE is not focused on the competition. "BLADE focuses on the customer and solving their problems. We strongly believe that if we focus on providing customers with innovative products and a feature set that solves real problems for them, we will become their preferred choice and the blade server industry's most valued provider of network infrastructure."

BLADE is actively working on solving the management and virtualization challenges customers experience today. According to Mehta, as customers realize the gains in performance, flexibility, and lower total costs of ownership afforded through blade server technology, they'll want more features and functionality.

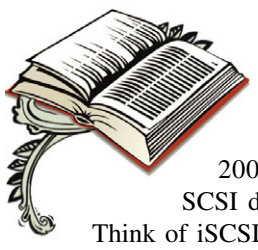
The IT Manager Factor

According to Mehta, IT managers will care about BLADE's technology because of the features and functionality in the switches. He says, "At the heart of our blade server switches exists an industry-proven switch operating system. Alteon OS (previously known as WebOS) is the industry's No. 1 application switch operating system with very sophisticated Layer 4-7 server load balancing, content/application switching, and deep packet inspection capability. We took this very robust Layer 4-7 switch operating system and added a very comprehensive set of Layer 2-3 switching and routing functions to make AOS the industry's first full function Layer 2-7 switch operating system."

Mehta says BLADE then complemented the OS with features that make the operating system ideal for blade server environments (for example, serial over LAN, teaming, multilink trunking, filtering, etc.). He says BLADE also provides a choice of command line interfaces to the operating system and a very intuitive graphical user interface, making it simple for network administrators to manage BLADE switches in a production network. End customers have already told Mehta that BLADE's products have proven to interoperate in a predominantly Cisco network better than Cisco's own products. Mehta says, "That is a real compliment to our engineering team and how they build products," Mehta says features and functions aside, IT managers prefer BLADE's products for two other reasons: price and support. He says, "Our blade server switches offer twice the performance at half the cost of competing solutions. Cost of ownership is a very important factor in today's market. As part of our value-added OEM business model, we also offer excellent pre-sales and post-sales support. In partnership with HP and IBM, we make it easy for IT managers to install their blade server network infrastructure. IT managers place a lot of value on this level of support."

Some analysts are saying that vendors are still stuck on where network intelligence should reside, in servers or network infrastructure. At any rate, Mehta says the blade server switch market is a burgeoning market that's growing at a very fast clip and is expected to grow even faster in the years ahead. As far as BLADE is concerned, Mehta says, "Arguably, we are the industry's richest Layer 2-7 switch operating system tailored to cater to the unique requirements of blade server systems. We're doing a lot of hiring, and our people are amongst the finest and brightest in the industry. In our first two weeks, we grew our employee base by 50% to approximately 70 people. We're targeting a staff of 90 by the middle of this year."

TWO TERMS



iSCSI (Internet SCSI or Internet Small Computer System Interface)

What it is: A standard ratified in early 2003 that allows the use of the venerable SCSI data transport protocol over IP networks. Think of iSCSI as SCSI "at a distance"; an iSCSI storage device appears as a locally attached SCSI device to a host, even though the storage asset may not be physically near the host.

Why you should care: Networked storage is a hot technology that can enable administrators to break free of direct attached storage devices that behave as individual storage silos and manage storage as a utility without being concerned about the physical details of storage devices. Technologies such as storage area networks make this possible. But SANs can be prohibitively expensive because many SAN devices use Fibre Channel, a data transfer protocol that requires unique cabling and interfaces. iSCSI SANs can be implemented using existing network technology and assets.

Related products and manufacturers: Most storage manufacturers are developing iSCSI products. Manufacturers include MPC Computers, EMC, HP, Intel, McData, QLogic, and many others.

RAID (Redundant Array of Independent Disks)

What it is: A storage technology that uses combinations of multiple disks to provide better data capacity and redundancy. For example, with RAID, data can be instantly replicated to a backup disk in the array, so in case of a disk failure a system can be switched from one disk to the other quickly. RAID is implemented in multiple levels that vary in complexity, capabilities, and data redundancy; these include RAID 0, 1, 2, 3, 4, 5, and 6 as well as other, "nested" RAID levels such as 0+1, 10, 10+0, etc.

Why you should care: The ubiquitous storage possibilities provided by the implementation of networked storage technologies such as SANs fit in very well with the use of RAID in storage. Because networked storage technologies such as SANs use disk arrays to provide pools of storage, RAID can be used to enhance performance and availability.

Related products and manufacturers: RAID controllers implement RAID functions, such as parity checking and disk management, in hardware. RAID storage systems are also available. Manufacturers include Promise Technologies, HighPoint Technologies, IBM, Adaptec, Open Source Storage, Broadcom, and HP.

Next Week In *Processor* . . .

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- Training options for Microsoft Office 2007
- A rundown of enterprise firewall options

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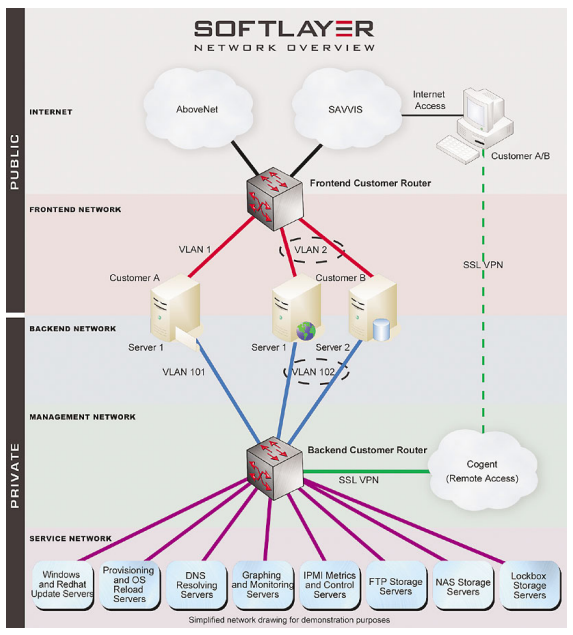
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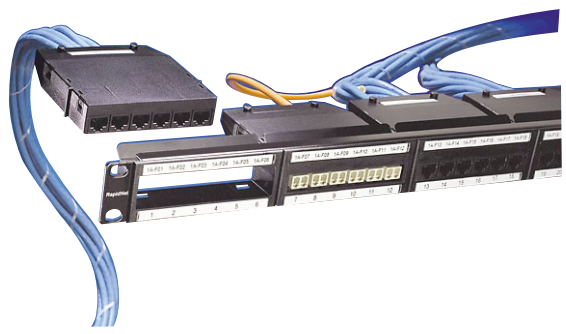
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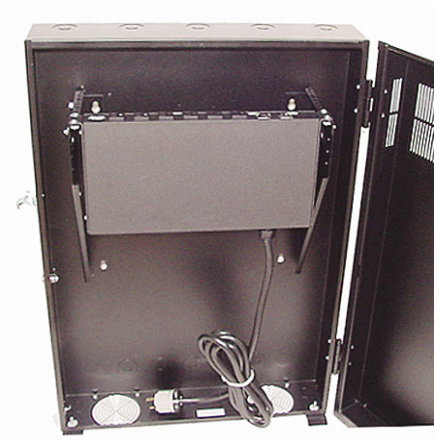
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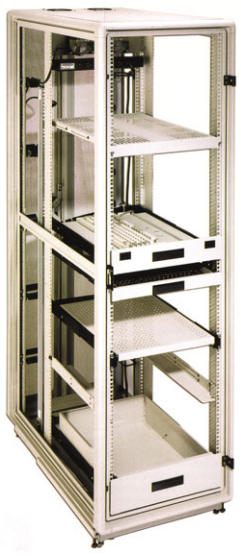


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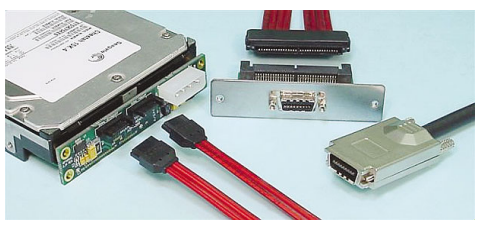
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Manufacturer Presentation

Physical - HVAC Advertisement

Ceiling-Mounted Spot-Cooling Solution

The CM12, a new ceiling-mounted packaged air conditioner; adding a space-saving, quick, and easy spot-cooling solution to MovinCool's award-winning lineup of portable workplace air conditioning products. Often the main roadblock to the efficient cooling of cramped server telecom and equipment rooms is the lack of floor space to accommodate a roll-in portable spot cooler. MovinCool has solved this problem with the CM12, a lightweight, space-saving, easy-to-install ceiling-mounted unit.



The CM12 delivers 10,500 Btu/H of cooling in a compact, self-contained unit that mounts easily with standard, off-the-shelf hardware above a standard drop ceiling and requires no special electrical connections, saving time and money.

"Saving space, time, and expense for spot cooling has become essential for many businesses with critical equipment operating in confined spaces with no ventilation or air conditioning," according to John Doran, manager of the MovinCool Department. "MovinCool pioneered the concept of workspace spot cooling with its portable units," Doran adds, "and now, with the CM12, offers an out-of-the-way ceiling-mount solution that will certainly save our customers time and money, as well as space."

The new CM12 comes with a variety of built-in capabilities and safety features:

- Built-in mounting brackets designed for off-the-shelf mounting hardware
- Conveniently controlled by most off-the-shelf thermostats
- Connects to the building control system
- Works with fire alarm controls for safety shut-off

The CM12 has a wide operating range of 60° to 95°F on the evaporator and 60° to 113°F on the condenser. Built-in 10" supply and return air flanges with 2.7" flange depth enable easy duct installation, improved air circulation, and more efficient cooling.

Warning signals and audible alarms for condensation overflow and unscheduled shutdown are built-in and can be wired to a central location. Standard internal pump is included.

In addition to the CM12, MovinCool offers the Office Pro lineup, a seamless series of portable spot-cooling solutions that will fit any requirement. MovinCool portable spot-cooling solutions offer more units, more power, more protection, more affordability, and higher cooling capacities than most comparable portable air conditioners up to 60,000 BTU/h.

Companies looking for additional information and advice on portable spot cooling and the MovinCool lineup of air conditioning units can visit the MovinCool Web site at **www.Processor.com/MovinCool** or contact the company by phone.

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Manufacturer Presentation

Physical - Cable Distribution Advertisement

Belden IBDN End-to-End Cable Management



Belden CDT Networking, a global leader in the design, manufacture, and marketing of a wide range of cabling and connectivity solutions for the networking marketplace, has a new line of Belden IBDN Cable Management Solutions. As one of the largest structured cabling system suppliers in the industry, Belden CDT Networking has leveraged its resources to enable end-to-end, integrated cable management and maintenance. Belden IBDN cable management components are available for every kind of commercial network installation, including data centers, riser systems, telecommunications closets, horizontal wiring, and workstations in single buildings or campus networks.

The new product line includes:

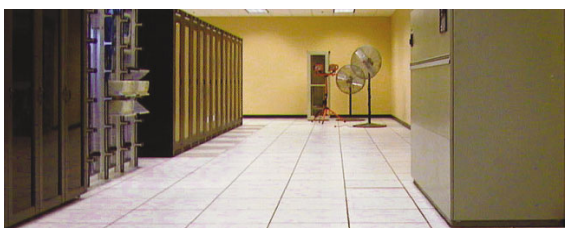
- **Enclosures and Racks.** Floor and wallmount enclosures and racks are available in a variety of standard and custom designs. The line also includes numerous mounting, cable, and patch cord management options and accessories. **www.Processor.com/Belden2**
- **Cable Ties.** Belden IBDN Cable Ties come in a complete range of sizes for varying load capacities and are available in standard or weather-resistant nylon and Velcro®. **www.Processor.com/Belden3**
- **Surface Raceways.** The Belden IBDN Surface Raceway System, which provides a functional, affordable solution for wire enclosure applications, includes extruded raceways with preapplied adhesive backings, plus a variety of fittings and junction boxes. **www.Processor.com/Belden4**

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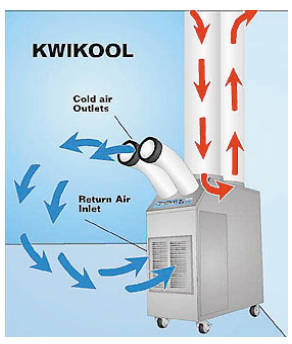
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Protect Your I.T. Equipment... *Don't wait until it's too late!*



What Will *You* Do When Disaster Strikes?

☐ Quit ☐ Run ☐ Panic ☐ Cope ☐ Rejoice *

Right now, your data center is under attack! You might not believe it because things appear to be running smoothly. The network is up and bandwidth is not taxed. The servers are accessible and users aren't complaining. Everything appears to be under control. However... just beyond that wall, above those ceiling tiles, or under the raised floor is a disaster waiting to strike. Even worse, it has your name written all over it!

You see, no one really knows when or how a disaster will strike. We just know the potential is always there. So preparing for it is critical to minimizing its impact on computers, networks, users and the organization.

Computer Room Environment Monitoring Too Often Overlooked

Today's data centers are complex and handle an immense work load. This is because what happens there effects the entire organization, supporting hundreds or thousands of employees. The most overlooked issue in data centers today remains "environment monitoring". This is true at least until a disaster strikes, then it becomes *Job 1*. Why wait for your own disaster?

What Is Environment Monitoring?

In the data center, computer and network equipment must be kept within a specific range of environmental conditions. If these get out of bounds, unpredictable and potentially catastrophic results can occur and cause data loss, hardware failure, denied access, and downtime. Primary issues include:

- **Temperature** (high / low)
- **Main & UPS Power** (interruptions)
- **Flooding / Water** (leakage)
- **Humidity** (high / low)
- **Smoke / Fire / CO2**
- **IP Camera** (security)
- **Intruder / Room Entry / Motion** (security)
- **Dry Contacts** (aircon, cooler, generator, etc.)
- **Panic Button** (staff calls for help)

Air Conditioning Remains The Primary Cause Of Most Data Center Disasters

Failure of a primary or backup air conditioner is a major threat in all computer rooms, as temperatures will rise rapidly. Condensation overflow from air conditioning or leaks from water pipes that support a system can cause flooding. Power drains from AC can also damage computers & equipment.

Main Power Sources Remain Unreliable, A UPS Is Simply Not Enough

Even in the 21st century, we still haven't harnessed electricity. Situations like over / under voltage, spikes, drops and blackouts haunt managers. Failure of backup power sources like generators or UPS systems with short run or expired batteries can make a bad situation even worse. Consider what happens when main power goes out and a UPS keeps CPUs alive while the air conditioning systems stay down. The end result is extreme temperatures in the computer room that will eventually cause severe hardware damage or even start a fire.

- **61%** of data centers say downtime is due to environment issues 1X+ in past 12 months
- **23%** of data centers say downtime is due to environment issues 5X+ in past 12 months

Your Data Center & Job On The Line

If disaster strikes your data center, how will it impact business? Who will get the blame? Could it have been prevented? Will management be asking for your head on a silver platter?

Downtime Costs More Than Money

When disasters occur, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. Data can be lost and costs incurred to restore or recreate it; online operations lose sales & service opportunities... causing lost revenue both now and in the future; salaried employees continue to get paid even while systems are down and they can't work; overtime accrues for IT staff who work around the clock to get systems back online; and there will be other costs too.

- **59%** of data centers say downtime lasts 1/2 day+
- **27%** of data centers say downtime lasts 1-3 days
- **45%** of downtime costs over 10K per incident
- **11%** of downtime costs over $50K per incident

A Proactive Approach Is the Best Because Computers Don't Swim

The concept of knowing early and immediately about developing environment problems is easy for all prudent managers to understand. A business does not have to encounter a flood for the IT staff to know that computers don't swim. The ***"5 Critical Steps"*** to successfully prevent an environmental incident from causing your organization a catastrophic disaster include:

5 Steps To Prevent IT Environmental Disasters

1) Early and Immediate Detection
2) Automated Alerting to Responsible IT Staff
3) Fast and Appropriate Action by the IT Staff
4) Automatic Response & Action Procedures
5) Review, Analyze & Plan Future Prevention

Insurance And Recovery Plans Are Just "Band Aids" After A Disaster

Insurance policies offer some financial relief from disasters by compensating for the cost of lost equipment. However, they never cover all of the extended costs (see above). Worse still is the impact on cash flow while you wait to be reimbursed. And who wants to fill out all those forms anyway? Then, in 6-12 months your insurance premiums go up. Ouch!

As for recovery plans, you need to (must) have one. Although, wouldn't you like to have one and never be forced to use it? Even the best recovery plans do not pay the costs. They provide a guideline as to how to get back in the game after a disaster. Wouldn't your management team rather avoid the experience altogether? Wouldn't you?

Why Put Your Business At Risk?

How much would it cost your business to lose access to primary servers or the network for just a 1/2 day? Ten, twenty, a hundred thousand dollars? A million dollars? It depends upon what you do although any loss is too much when it's *your* money. In today's online world, downtime for even a few minutes can mean life or death to sales opportunities or the entire business. Do you need to be in business continuously, like 24 x 365? Then stop running around with scissors in your hand.

Solutions Exist For Computer Rooms Of All Types And Sizes... Yours Too!

AVTECH Software has several powerful, scalable solutions for environment monitoring. All are small enough to hold in one hand, completely mobile, and optionally available in a rack, wall and ceiling mount. They come complete with easy to install hardware, cables, sensors, easy-to-use network-wide monitoring software, CD media & documentation, installation notes, 12 months of *Maintenance Support & Update Service*, even a screwdriver. Installation is easily completed in minutes.

TemPageR is designed for easy, advanced, temperature monitoring, alerting and more. **Room Alert** models offer the ability to monitor temperature, humidity, power, flood, smoke, cameras, dry contacts and much more. See the model comparison online for detailed information. All models offer a built-in web server & interface for standalone use (i.e. No PC required) and alerting. All models include a bundled (*Free*) license for our powerful **PageR Enterprise** software that provides advanced alerting, logging, automatic corrective actions, network-wide monitoring and other benefits.

Who Uses These Monitoring Systems?

AVTECH Software products are used around the world by all types of organizations. Sample users include the White House, Pentagon, United Nations, most branches of the U.S. government, over 80% of the Fortune 1000 and businesses of all sizes. We think that your organization is just as important. *Don't you?*

Easy Ordering Anytime... Have Your Favorite Reseller Call Us Today

You can begin protecting your IT data center today by ordering online, calling us directly, or having your favorite reseller call us to purchase on your behalf. All orders ship the same day. If you would like to receive a literature kit with an evaluation CD first, simply call us or request it online.

Purchase Room Alert or TemPageR today, then when a disaster threatens your computer room or data center, you can *rejoice* in the knowledge that you helped to save your organization a bundle, maybe even its life.

Call Toll Free or Visit Online

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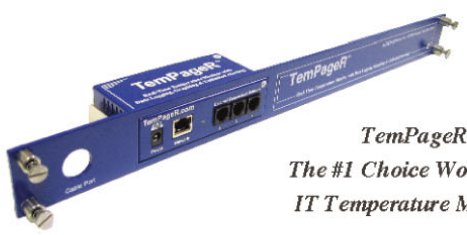


www.AVTECH.com

* Rejoice when you use Room Alert & TemPageR to identify threatening conditions, immediately notify appropriate IT staff and then automatically take corrective actions... just as you planned. *Very Cool!*

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Any other trademarks used are the property of their respective owners. **Online ordering is available at www.EnvironmentMonitor.com** . Reseller inquiries and purchases are welcome. *Call now to protect your data center!*

TemPageR 4E
www.TemPageR.com/pro4.htm



TemPageR Is... The #1 Choice Worldwide For IT Temperature Monitoring!

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AVTECH Software

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Rack Model # RA7E-ES1-RAS $445

Room Alert 11E
www.RoomAlert.com/pro11.htm



Room Alert 11E... Protects More Critical Data Centers Than Any Other Product Of Its Class.

AVTECH Software

Standard # RA11E-TH1-BAS $495
Rack Model # RA11E-TH1-RAS $545

** Read the **PROCESSOR** cover story for **August 12th...** ***"AVTECH: A Company To Watch"*** by using the **"Search Past Articles"** feature on **PROCESSOR.com**, key word **"AVTECH"**. **

Manufacturer Presentation
Physical - Racks & Furniture Advertisement

Secure, Fully Powered Notebook Cabinet

Holds Up To 18 Notebook Computers



Secure Laptop/Notebook Cabinet

The Secure Laptop/Notebook Cabinet (SLNC) fully powered cabinet is designed to house up to 18 laptops/notebooks with internal power bars for charging. This new secure cabinet protects your laptop as well as your information.

With laptop theft on the rise all across the country, this unique innovation secures laptops and keeps them fully powered by charging them when in the cabinet. The unit even has a network capability for Internet updates while secured. These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For extra protection, a security locking bar can be added that will accept a padlock.

Each private drawer has two private compartments with separate lock numbers and keys as well as its own power outlet with room for the power pack and other accessories. Bin drawers are also available for storing laptop bags and spare parts.

Universities, hospitals, government agencies, police departments, classrooms, and any number of institutions with employees or students that check out laptops for use during the day now have a secure environment to store the equipment when not in use. Better yet, it will fully recharge the unit and even update information, if so configured by the customer.

Visit www.Processor.com/ISC3 For More Information!

ISC Information Support Concepts, INC

Phone: (800) 458-6255

Manufacturer Presentation
Physical - Cabling Advertisement

Future-Proof Your Platform with AFL's Media Converter



AFL Telecommunications' new FNT3012 Media Converter offers the perfect complement to the 24-port Ethernet Concentrator. A single-fiber customer premise device, the FNT3012 offers full-duplex 100Mb capability over a single fiber, streamlining fiber counts, fiber management, and installation costs. Additionally, the technology of the FNT3012 offers the management and future proofing expected of a carrier platform at price points that compete against today's LAN solutions.

The features of the media converter include a robust optical loss budget, loop back test function, TTC TS-1000 management features, auto-negotiation, integrated fiber management, SNMP traps, and a desktop or wall mount design.

Physical Specifications:
4.13 inches (W105mm) x 5.12 inches (D130mm) x 1.38inches (H35mm)
Weight: Max 0.66 lbs (0.3 kg)

Port Specifications:
Wavelength: 1310 tx / 1550 rx
Optical Loss Budget: 0 to 16 dB
Fiber: Standard Singlemode
Connector: Standard SC (non-angled)

Interface Specifications:
- 10/100BASE-TX, TTC TS-1000Class-S
- 100BASE-FX

www.Processor.com/AFL

AFL Telecommunications
A Fujikura Business

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- Remote Power Management & Pass-Through Console Port Access
- 4 Pass-Through ports for console management of serial devices
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Power Management
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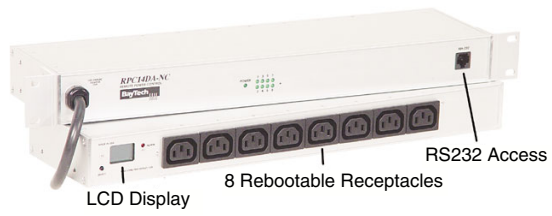
24 Receptacle Remote Power Monitoring & Distribution

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
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Power Management
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- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles

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- Monitor and manage current consumption at EACH outlet
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Power Management
www.Processor.com/Aphel



The rPower RS232-enabled meter features an eight-channel, auto-scrolling capability and provides remote monitoring for 20-60 Amp (125 / 208 Volt) rackmount enclosure power solutions. rPower also has a high-res color display that can be viewed from as far away as 12 feet. In addition, the device connects to traditional console port switches and can be managed simultaneously with other RS232-based devices.

Aphel connect your world

24 Mt. Jefferson
Hubbardston, MA 01452
Phone: (978) 928-1488

Power Management
www.Processor.com/Aphel2



New MT3 Series!
Vertical PDUs Ranging From 5,000 to 8,600 Watts

- Designed for standard and blade servers
- 30A/208V, 20A/3 Phase, 30A/3 Phase options
- NEMA and/or IEC outlets
- Optional metering or remote monitoring (RS232)
- Connect to traditional console port switches
- UL60950-1 compliant (UL489 breakers)

RESELLERS WANTED!

Aphel connect your world

Phone: (978) 928-1488

Manufacturer Presentation

Physical - Power Management Advertisement

High-Density Rackmount Power Distribution

Designed for high-density, mission-critical server applications, the MT3 Series provides maximum power for both standard and blade servers. Employing multiple configurations, the Easy-Read™ digital ammeter, rPower™ RS232 remote power management and clearly labeled circuits, MT3 assures easy management and monitoring for current requirements and future expansion.

Viewed as one of the largest product portfolios ever released in North America, the MT3 Series is composed of more than 200 products that can be configured to power both standard and blade servers.

"Shipments of the first MT3 units represent a significant step forward for Aphel and our customers," says Kevin Macomber, vice president of business development. "Since its development, we have seen huge interest, particularly from our customers who face difficulties powering their high-density servers."



MT3 Series

MT3 provides total power ranging from 5,000 to 8,600 Watts, as well as optional metering or remote monitoring (RS232) capability. It uses the patent-pending rPower™, and users can read the high-resolution color display from as far as 12 feet or through the enclosure door perforation. rPower™ improves installation flexibility as it can be connected to traditional console port switches. Because of its capability to support so many servers, MT3 greatly simplifies and reduces the cost of rackmount power management.

For More Information, Visit www.Processor.com/Aphel2

Aphel connect your world

Phone (978) 928-1488

Manufacturer Presentation

Physical - Cable Distribution Advertisement

New Tools For On-Demand Fiber Cable Management

The ADC FiberGuide™ product family now includes **RiserGuide,** a riser guidance system designed to provide cable management where you need it, when you need it, because cable management requirements change with network requirements.



RiserGuide is flexible, modular and easy to both install and remove, allowing for on-demand cable management and full network optimization.

Call ADC for pricing Information

Benefits

- Provides flexible, "on-demand" cable management
- Manages patch cords of active equipment up to FiberGuide™
- Protects proper bend radius
- Easy to configure with simple, Snap-Fit™, tool-free installation
- Designed to meet GR-63 requirements
- Supported by ADC's cable management expertise
- Provides a cable management solution that extends beyond the "out of the box" solutions that are currently available

Features

- Multiple standard width risers
- Various components that can be installed anywhere on the rise, including storage spools, radius limiters and cable guides
- Mountable within and between racks and in cabinets
- Half and full slack storage spools available
- Breakout cable slack storage

www.Processor.com/ADC

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Eden Prairie, MN 55344
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ADC

Power Management

www.Processor.com/WTI



IPS-800-D20
Remote Power Switch

$695

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- Web Browser Access
- RS-232 Console Port
- Power-up Sequencing
- 120VAC Models NEMA 5-15 Outlets
- 208/230 VAC Models IEC-C13 Outlets
- Accepts Standard C-19 to L5/6-20P Cords

wti western telematic inc.

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Power Protection

www.Processor.com/Pulizzi



TPC 2365 Series

- 0U or 1U mounted
- Auto-Voltage operation for 120V - or 240V -, or 20A input - 16A voltage
- (12) IEC60320 outlets
- Over-current protection
- EMI/RFI filtering, surge suppression

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Santa Ana, CA 92704-6839
Fax: (605) 334-4999

Power Protection

www.Processor.com/Pulizzi8



TPC 2105 Series

- 0U or 1U mounted
- 85-264V, 30A input/24A output
- TPC 2105-1 provides (16) IEC60320 C13 outlets (4F/12R), each group of four outlets is rated for a maximum current of 10A
- EMI/RFI Filtering, Surge Suppression

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Power Protection

www.Processor.com/Pulizzi9



PC 302-I/MTD Series

- 2U mounted
- 120/208V - or 230/400V - 3-phase WYE, 20A input - 16A output
- EMI/RFI filtering, Surge suppression
- Over-current protection
- (12) Switched and (2) un-switched

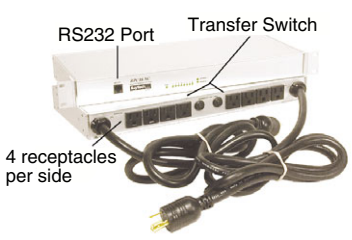
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Power Protection

www.Processor.com/BayTech2



8 Receptacle Power Control / Monitoring w/Trans Switch

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles

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Fax: (228) 563-7335

Power Protection

www.Processor.com/ServerTechnology4



- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use

Server Technology, Inc.

1040 Sandhill Road
Reno, NV 89511
Phone: (775) 284-2000
Fax: (775) 284-2065

Manufacturer Presentation

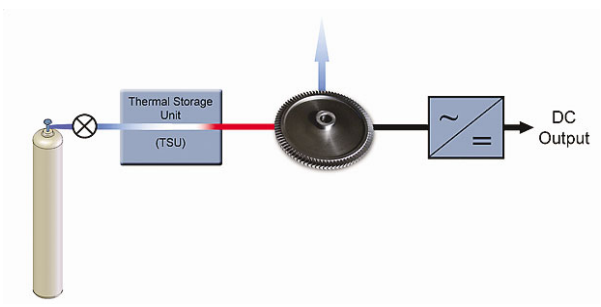
Physical Infrastructure - Power Protection Advertisement

The **CoolAir DC** is the first minute-for-minute alternative to batteries for UPS and telecom applications. Active Power was the first company to market a family of viable battery-replacement products: the CleanSource DC and CleanSource UPS, which are based on flywheel technology. The flywheel products have proven rugged and reliable in a wide variety of applications, but their relatively short backup times (compared to batteries) have been perceived as a disadvantage at sites where a backup generator is not present.



The **CoolAir DC** is a completely new design that provides ruggedness, reliability, and long backup times. The new product connects to a typical UPS exactly like a battery cabinet and provides exactly the same functionality, but without the unreliable performance and environmental issues of lead-acid batteries.

How does it work? The **CoolAir DC** stores energy in the form of compressed air and heat. During a utility outage, the compressed air is routed through a Thermal Storage Unit (TSU) to acquire heat energy. The heated air spins a simple turbine/alternator to produce electric power. The **CoolAir DC** also contains a small, continuous-duty flywheel to support the critical load during the brief period required for the turbine to spin up the speed.



The system is competitive in cost and footprint to quality batteries. The new system will handle the same challenging range of ambient temperatures and step-loads as the flywheel-based products. Unlike flywheels, however, a single **CoolAir DC** module can provide up to 15 minutes of backup power under full load. For lighter loads, **CoolAir DC** can be configured to provide hours of backup power.

Active Power®

Contact: 512-836-6464
www.Processor.com/ActivePower2

Manufacturer Presentation

Physical - Racks & Furniture Advertisement

CPI's TeraFrame™ Cabinet System: Infinite Configurability Without Infinite Waiting



Chatsworth Product Inc.'s new TeraFrame Cabinet System is infinitely configurable and can be personalized to meet specific data center needs, arriving ready to install in five days*. Available in three different widths (600, 700 and 800 mm), 12 heights and 17 depths, choose from 612 standard sizes to configure a customized solution.

Designed to solve thermal issues in the data center and lessen the need for expensive cooling equipment, the TeraFrame Cabinet offers advanced thermal control with no single point of failure, thus delivering a Tier 4 solution for high-density applications and protecting expensive computer equipment. Choose from a variety of options and accessories to achieve maximum cooling.

CPI's Snap-In Filler Panels block airflow through open rackmount space, keeping hot air in the rear of the cabinet. You can secure filler panels to the square-punched equipment mounting rails of the TeraFrame by snapping them into place, eliminating the possibility of misplacing hardware. When used together with the Air Dam Kit, airflow is blocked around the top, bottom and sides, directing cool air to equipment.

Select from up to 612 sizes to create a custom cabinet that arrives ready to install in only five days.

CPI's TeraFrame Cabinet System gives you the ability to personalize cabinets by configuring the options and accessories that work best for your data center without the long lead times associated with customized products. Designed specifically to solve thermal issues in your data center and lessen the need for expensive cooling equipment, the TeraFrame offers new patent-pending thermal control with no single point of failure. TeraFrame cable management keeps network and power cables separate, controls power cord slack and supports multiple power strips or PDUs for full power redundancy.

Chatsworth Products Inc. (CPI) is a leading manufacturer of systems designed to organize, store and secure IT infrastructure equipment.

CHATSWORTH PRODUCTS, INC.
An Employee-Owned Corporation

For More Information: www.Processor.com/Chatsworth (800) 834-4969

Manufacturer Presentation

Physical - Racks & Furniture Advertisement

Innovative Wallmount Rack

Perfect Space-Saving Option For Deeper Servers





This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has universal rack rails. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers.

- Rack allows mounting of equipment in a vertical "knobs up" fashion ***(visualize a pendaflex hanging folder)***
- Equipment mounts to backpan for even weight distribution
- Hinged top cover allows user access to controls
- Hinged body allows installer access to connections
- Top cover and body keyed separately
- Rack backpan includes venting and optional fan mounting with grills
- Room for D-ring cable managers
- 150 lb. weight capacity
- Satisfaction guaranteed

GSA Schedule #GS-35F-0208R

www.Processor.com/RackmountSolutions19

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where customer service matters

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Manufacturer Presentation

Physical - Power Distribution Advertisement

Power-over-Ethernet Solutions



Midspan Power-over-Ethernet Controller

ADC's Midspan Power-over-Ethernet Controllers provide a flexible way to power IP devices over a local area network. The IEEE 302.3af-compliant midspan controllers reliably power VoIP telephones, Wi-Fi access points, security cameras, and other IP devices. ADC's midspan controllers eliminate the need to upgrade expensive Ethernet switches or install local power at the device, saving time and money. Delivering up to 15.4 watts of power per port, ADC's midspan controllers support a broad variety of Power-Over-Ethernet-enabled devices by detecting device presence and transmitting appropriate power according to IEEE 802.af or legacy inline powering standards.

Product Features

- Dual compatibility with IEEE 802.3af and earlier devices
- Detects device presence and transmits appropriate power, achieving dual compliance to IEEE 802.af and Cisco's legacy inline powering standards
- Delivers up to 15.4 watts of power on all ports
- 24-, 16-, 8- and 4-port platforms available to support diverse applications

www.Processor.com/ADC2

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ADC

Racks & Cabinets
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The **Secure Laptop/ Notebook Cabinet (SLNC)** fully powered cabinet is designed to house up to 18 laptops/notebooks with internal power bars for charging. The unit even has a network capability for Internet updates while secured. These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged.
For More Information, Visit:
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Racks & Cabinets
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- 4 Heavy-Duty Steel Uprights
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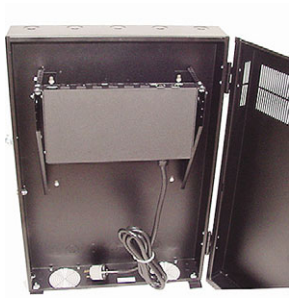
19" Enclosure Cabinet
- 42 U x 36" Deep
- 4 Mounting Rails
- Front and Rear Lockable Doors, choice of Solid, Tempered Glass or Perforated
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This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has **universal rack rails**. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers. This rack allows mounting of equipment in a vertical "knobs up" fashion (visualize a pendaflex hanging folder). The equipment mounts to the backpan for even weight distribution.
Satisfaction Guaranteed

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Racks & Cabinets
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Low Profile
19" Server Cabinet
- Available in variety of sizes: 6U, 9U, 12U, 15U, or 18U
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- Universal rack rails fit all major brand servers
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Racks & Cabinets
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4-Post Server Rack
19" or 23" EIA Rack Rails
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- Black Powder Coat Finish

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Access Control
www.Processor.com/Cloakware



Password Management Solution
CSPM Express is designed to help small to medium-sized businesses eliminate hard-coded passwords from their applications. New regulations have highlighted hard-coded passwords as insecure and unacceptable in any sized company. Auditors are now applying increased pressure to eliminate hard-coded passwords.

cloakware

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Vienna, VA 22182
Phone: (703) 752-4833

Manufacturer Presentation

Physical - Storage & Transport Advertisement

Protection For Transportation Of Hard Drives



Perm-A-Store now provides Turtle Cases for popular Hard Drive configurations
- Enclosed external drives for PC applications
- Hot-swappable drives (with/without tray) for Server applications

As hard drives become more portable, users are looking for safe and efficient ways to transport and store drives with live data. These specialized cases are made of high-density polyethylene, a rugged, lightweight material that provides excellent impact protection. All Turtle cases are available with optional brass padlocks, which may be keyed alike at no extra cost.

These new Turtle hard drive cases are available in several configurations:
- One or two precut slot(s), manufactured to the exact dimensions of the unit to be transported
- Customizable configuration for one or two drives - employs pluckable dense foam cubes that can be removed to securely fit drives of various sizes.
- The configuration shown on the right of the photo above is 10 drives placed in pre-cut foam slots in a rugged, two-handle case with 6 butterfly latches.

Turtle cases were introduced in 1988 and have become the media transport standard because they deliver protection against impact, debris and temperature and humidity extremes.

Turtle Cases are also available for all tape formats (LTO, DLT/SDLT, 3590, 3592, 9840/9940, 8mm, AIT, VXA 4mm as well as CD/DVD and optical media). Various capacities and colors by format.

Turtle brand transport and storage cases are recommended by media manufacturers Imation, IBM and Sun/StorageTek because they provide specialized protection for data media.

Perm-A-Store
6325 Sandburg Road
763.230.3911 Worldwide
800.366.7535 USA

www.processor.com/Turtle

TURTLE® by Perm-A-Store

Manufacturer Presentation

Communications - Security Advertisement

SSL VPN Access Gateway



In today's mobile business environment, your employees, partners, and customers need fast, secure, anytime, anywhere access to applications and corporate resources. The challenge lies in providing it easily and cost-effectively.

The answer is the Array Networks SPX Series—the industry's gold standard for SSL VPN. Engineered from the ground up for high-performance security and access control, the SPX Series delivers blazing-fast local and remote network access that supercharges productivity and user job performance. Whether working at home or a branch office, a wireless hotspot or kiosk, using notebook PCs, PDAs, or cell phones, workers can quickly and easily access email, file shares, and applications just as if they were at the office. No waiting for pages to load. No frustration. No complaints.

IT management will also find plenty of reasons to rave. Leveraging SSL, SPX Series SSL VPNs deliver all of the advantages of IPSec without the usual client installation and management headaches. What's more, the SPX Series features unparalleled safeguards for protecting business-critical resources. With Array's industry-leading encryption, endpoint security, and application-layer filtering, uploads, downloads, and access to data are tightly controlled based on the IT administrator's comfort level for a given user, device, or access environment.

With support for up to 64,000 concurrent users on a single system, the Array SPX Series is capable of serving as an access gateway for both temporary and established connections, inside or outside the corporate perimeter, fixed or wireless. Up to 256 fully secure virtual portals, again, on a single system, enables instant DMZs and tailored intuitive interfaces to meet the specific needs of each and every employee, business unit, customer, and partner.

Security and performance are assured for all users, while TCO is greatly reduced through rock-bottom cost-per-user and dramatic improvements in management efficiency. Access, security, performance—the SPX Series delivers it all.

For More Information: www.Processor.com/Array

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Accounting & Logging

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SafeTape - Tape Backup Encryption

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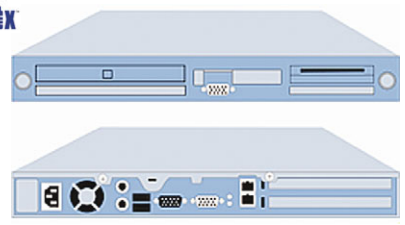
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Database Security

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StrongBox



SecurDB is a policy-based security appliance that proactively mitigates unauthorized database activities. As part of an organization's BIA strategy, SecurDB has zero impact on the existing IT infrastructure and simplifies and automates previous manual processes, making it a cost-effective security solution. For more information, please visit

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Manufacturer Presentation

Communications - Antispyware Advertisement

Barracuda Spyware Firewall Extends Network Spyware Protection to the Desktop with Spyware Removal Tool

The Barracuda Spyware Firewall effectively monitors all inbound and outbound network activity at the gateway, blocks malware, identifies all infected machines on the network, and notifies the administrator. Once infected machines have been found, the new **Barracuda Spyware Removal Tool** allows administrators to scan for threats on the infected machine and then remove any malware. The Barracuda Spyware Firewall's extensive spyware and virus definition database is updated hourly via Barracuda Energize Updates, ensuring that the Barracuda Spyware Removal Tool is stopping the latest threats.

In addition, the Barracuda Spyware Firewall now shows the hostnames of infected machines, rather than just the IP address, when possible. This feature makes it more convenient for administrators to identify which machine is infected so that they can then apply the Spyware Removal Tool to remove the infection.

This latest version of the Barracuda Spyware Firewall is immediately available to all current customers at no additional charge. New customers will receive the new version out of the box. Pricing varies by model and starts at $1,999 in the U.S. with no per-user licensing fees. International pricing varies by region. Barracuda Networks also offers free 30-day evaluations of all of its products.

A free scan-only demonstration version of the Barracuda Spyware Removal Tool can be found at **www.Processor.com/Barracuda18**.
Or call us at 1-888-ANTI-SPAM

BARRACUDA NETWORKS
SPAM, SPYWARE AND IM FIREWALLS

Manufacturer Presentation

Communications - Security Advertisement

Web-based Management Console



Strata Guard™ is an award-winning family of network-based IPS/IDS (intrusion detection/prevention systems) that provide real-time, zero-day protection from network attacks and malicious traffic. With four different models and two deployment options, Strata Guard protects your enterprise from the network perimeter to the core, including remote and internal segments.

Strata Guard employs six distinct attack-detection technologies for comprehensive network protection. With signature-based and behavior-based attack detection, deep packet inspection, and protocol anomaly analysis, Strata Guard terminates network-, application-, and service-level attacks including worms, Trojans, spyware, port scans, DoS and DDoS attacks, server exploit attempts, and viruses before they infiltrate the network and cause real damage.

Beyond blocking malicious attacks, Strata Guard enforces your network usage polices and can block peer-to-peer file sharing, instant messaging, chat, prohibited browsing activity, and worm propagation. It detects anomalous activity such as spoofed attack source addresses, TCP state verification, and rogue services running on the network.

Highly automated, Strata Guard is designed for ease of use and streamlined administration and management. Through its multilayered Dynamic Attack Qualification™ technologies, Strata Guard eliminates false-positives. Its multinode, multi-user management capabilities allow for enterprise-wide deployments and provide appropriate levels of control for the full range of users requiring access to security data.

www.Processor.com/Still2

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Fax: (303) 381 3881

StillSecure® Strata Guard™
Protects you from the cost of malicious attacks.

Manufacturer Presentation

Communications - Security Advertisement

Extreme Networks' CLEAR-Flow Network-wide Security

Organizations are relying upon their network to deliver all information and communications, and due to the wide-ranging types of attacks, security is now as important as bandwidth. Until now, because of limits to security technology, IT managers have had to make choices, deciding which links are the most crucial to protect, opposed to securing the entire network.

A better answer has been delivered with Extreme Networks' network-wide security solution, which incorporates the advanced CLEAR-Flow security rules engine and its Virtual Security Resource (VSR) to scan all traffic, even across 10 Gigabit links, and brings mitigation time for day-zero threats (attacks with no signature or published behavior pattern) down to seconds. It is the first truly scalable and dynamic response solution to monitor, detect, contain and mitigate attacks instantaneously. CLEAR-Flow examines all traffic flows from within the core switch and can immediately take action on suspicious traffic that it encounters or can act to hand off the traffic to a separate appliance, Extreme's VSR, to perform additional scrutiny.

Extreme Networks' Sentriant VSR appliance provides threat analysis and mitigation using behavior-based detection rather than signatures. The Sentriant is not an inline device, it creates no performance impact on the network and doesn't jeopardize network availability even when day-zero threats are masked under DoS attacks.

The combination of Extreme Networks' CLEAR-Flow and the Sentriant VSR appliance takes a crucial step beyond just measuring traffic or sounding alarms–it delivers automated enforcement, containment and mitigation capabilities throughout the network. This reduces the time for day-zero threat mitigation from days or hours, down to just seconds.

extreme networks™

www.Processor.com/Extremenetworks

Manufacturer Presentation

Communications - Switch Advertisement

Foundry Networks Introduces NEW 10 Gigabit Switches for Application Acceleration and Delivery

Two New ServerIronGT 10 Gigabit Switches Enable Application Acceleration, Enhanced Security and Integrated SSL Acceleration for Secure Web and VoIP Services for business-critical content, commerce, and communication services.



The ServerIronGT C and E Series 10-GbE application switches include highly intelligent application traffic management, acceleration, and security features to help enterprises, service providers, and e-commerce businesses deliver IP and Web services with superior availability and performance. The modular design of the switches enables on-demand expansion and performance upgrades onsite, including the flexibility to add high-performance integrated SSL acceleration for secure Web service delivery.

The ServerIronGT C Series 10-GbE switch features an innovative two rack units (2U) high compact modular three-slot design and is ideal for space-constrained data centers. It packs the power of a data-center-class high-performance switch in the size of a traditional PC appliance. The device's one available slot may be used to add port density, insert a second active management module for doubling performance, or integrate SSL acceleration with an optional service module. The ServerIronGT E Series 10-GbE switch offers higher expansion capacity with a four-slot design and features front power supplies for enhanced serviceability. The management modules, line modules and SSL service modules are interchangeable between the two chassis, thus offering added expansion flexibility for the future.

For More Information Please Visit:
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FOUNDRY®

Manufacturer Presentation

Communications - Security Advertisement

Network Box: Improved File & Email Policy Enforcement



Network Box has enhanced its **"Unified Threat Management"** solution with a new breakthrough in file and email policy enforcement at the gateway.

Network Box supports company policies for blocking and/or accepting email file attachments based on file extension type. The newly released Network Box "file" and "mime" email policies blocking engines extend this functionality to a new level and now support blocking of attachments based and their actual file or MIME type.

This means that Network Box systems are now able to block email file attachments based on what the files "are," rather than what they "say they are."

Blocking (or accepting) potentially dangerous file attachments in emails is common practice in the network security industry and a powerful tool in the hands of the system administrator. This functionality lets the administrator set up policies for what types of files are allowed in or out of an organization and can be used as an effective defense against executable code entering or leaving the protected network.

However, there is a problem: A file can simply be renamed to bypass the extension policy blocks. Although heuristics are present in Network Box scanning systems to prevent this for executable code, most systems are vulnerable to such policy avoidance techniques.

Recent advances in the "ease of use" of desktop operating systems are fast removing dependence on extension types for determining which application to pass each particular file on to. Newly emerging applications and operating systems are smartly determining that the file is intended for them, regardless of the file extension. The intelligence of the gateway policy and scanning engine needs to be extended to combat this new threat.

All Network Box customers have already been automatically updated to this new level of functionality and protection, using Network Box's PUSH update technology.

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NETWORK BOX

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Manufacturer Presentation

Communications - Network & Systems Mgmt. Advertisement



Quintum's new **Remote Management Session Server** simplifies the installation and management of remote Tenors for ISPs, service providers, and network administrators. The RMSS provides a secure and centralized management interface within a Tenor network that allows newly installed Tenors to be registered, configured, and managed remotely, even those behind NAT firewalls. The remote management capability eliminates the need to involve enterprise customers in troubleshooting and upgrades. Tenors can be managed remotely anywhere, anytime via Telnet, FTP, or the Tenor Configuration Manager (GUI).

Tenor VoIP switches and gateways support "drop-in installation" and will automatically obtain an IP address and auto-register with the RMSS. The RMSS can then email the person responsible for managing that Tenor product that it is "online." The Tenor can then be managed remotely. A new configuration wizard is also included with Tenor Switch products and can be utilized for simple configuration via the RMSS. The Remote Management Session Server can register up to 5,000 remote Tenor switches and can manage up to 100 Tenors simultaneously.

For more information, please visit

www.Processor.com/Quintum

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Serial Extender

www.Processor.com/NextWarehouse2



MOXA

The NPort 5600 Series provides a convenient and transparent Ethernet connection that not only protects your current hardware investment, but also ensures future network expandability. Perform some simple configuration tasks, and you'll be ready to network your existing serial devices. Moreover, NPort 5600 can transparently transmit data bi-directionally between the serial and Ethernet interfaces.

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Serial Extender

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The NPort 5110 serial device server is designed to make your industrial serial devices Internet-ready instantly for POS and security market applications. The compact size of the NPort 5110 device server makes it the ideal choice for connecting your RS-232 serial device, such as a card reader or payment terminal, to an IP-based Ethernet LAN, making it possible for your software to access serial devices.

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Telephony Accessory

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diva server



Eicon Networks is a world leader in high quality communication products for networked business applications. Eicon's Diva Server™ products are communication adapters for voice and speech enabled applications, conferencing & unified communications. Our Software Development Kit (SDK) is a comprehensive, user-friendly development environment for Diva Server adapters.

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Wireless LAN

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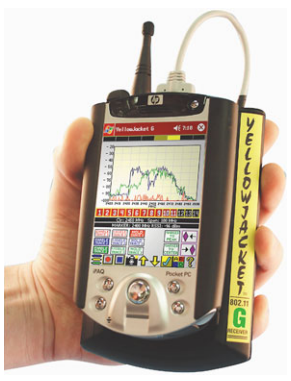
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Yellowjacket™ is a passive, calibrated wireless receiver module that interfaces with HP's iPAQ in sweeping, installing & optimizing 2.4GHz Wi-Fi networks, WISPs & Hotspots. The receiver measures spectrum analysis on all 802.11 (specify B, A or G model) channels allowing users to determine PER, SSID, RSSI as well as SNR and multipath (802.11b model). Yellowjacket™ also supports true direction finding and MAC security auth lists.

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Wireless Security

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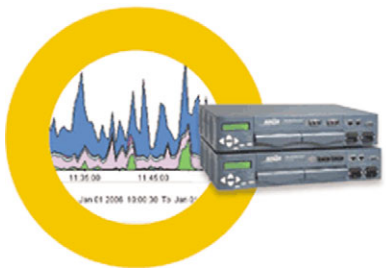
The **Secure Access Point** is a multifunction security appliance that provides a variety of security functions. Firewall, Virtual Private Network, Intrusion Prevention System, Network Address Translation, Dynamic Host Configuration Protocol, Domain Name Service (DNS) & Secure Web Server are among the capabilities of the Secure Access Point. **www.Processor.com/NetworkGuardian**

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Manufacturer Presentation
Communications - Network & Systems Mgmt. Advertisement

Centralized, Proactive Management Of All Network Traffic



Use NetXplorer for Complete Visibility and Control
Networks are not just about speeds, feeds, and bandwidth capacity. Networks are about providing crucial visibility of network usage, business, and user behavior. Working together, Allot's NetXplorer and NetEnforcer devices combine global visibility, active control, and deep packet inspection (DPI) technology to achieve a level of network intelligence that ensures optimal network performance, security, and management and caters to application, user, and subscriber needs.

Link Between Business Goals and Network Traffic
NetXplorer provides the necessary in-depth insight and analysis to understand networks and directly link between business goals and network traffic and behavior. Facilitating the decision-making process and streamlining network efficiency, NetXplorer is a highly scalable system that uses a single, easy-to-use GUI to deliver unsurpassed network analysis suitable for short-term network troubleshooting or for understanding long-term trend and usage patterns. Control capabilities include simultaneous provisioning of policies and configuration and updating and distribution of data to all managed Allot NetEnforcer® devices.

For Enterprises
NetXplorer provides network visibility that extends beyond the infrastructure and enables the linking of business policies to specific network actions, which is particularly important for managers to ensure mission-critical applications and contain network costs.

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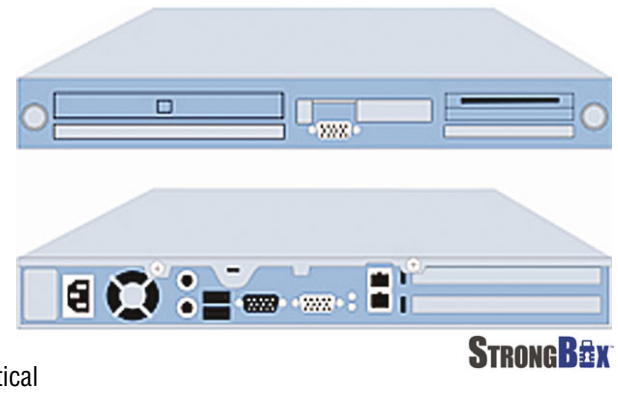
Allot communications

Manufacturer Presentation
Communications - Security Advertisement

Securing Database Information

Nonintrusive, high-performance, enterprise-class appliance

SecurDB™ provides database security and stops "authorized misuse" of business information through policy-based intrusion detection, prevention, and compliance auditing. It fortifies regulatory compliance through an intelligent policy engine, automated audit reporting, and forensic capabilities.



External hackers and authorized insiders pose a significant threat for corporations and government agencies that are under increasing regulatory requirements to safeguard sensitive client information. With high-profile security breaches regularly making news, protecting critical database information is more challenging than ever. SecurDB significantly improves database security by stopping authorized misuse, which is the intentional or unintentional misuse of information by users with proper credentials.

SecurDB is a policy-based security appliance that proactively mitigates unauthorized database activities. As part of an organization's BIA strategy, SecurDB has zero impact on the existing IT infrastructure and simplifies and automates previous manual processes, making it a cost-effective security solution.

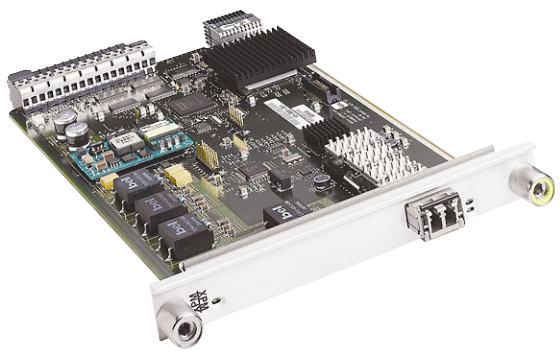
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Intrepid 6000 XPM Blade



For companies that have already made investments in directors, the McDATA XPM Blade is an ideal solution for adding maximum performance to the infrastructure. The XPM Blade is an expansion card that slides into an existing McDATA Intrepid® 6064 or Intrepid® 6140, boosting the director to 10Gbps performance—without disruption. It provides faster fabric bandwidth while maximizing the usage of existing campus/MAN Fibre Channel lines, reducing costs for your enterprise. It lets you consolidate and simplify your infrastructure by reducing the number of interswitch links (ISLs), translating into a more-efficient SAN requiring fewer management resources. And fewer links means a more streamlined network and less risk for your essential data.

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- Simplify management
- Increase efficiency of your infrastructure
- Leverage existing investments

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Manufacturer Presentation
Communications - Security Advertisement

D-Link® NetDefend™ Unified Threat Management Solutions for SMBs

- Unified Threat Management
- Enterprise-Level Protection
- Secure Remote Access
- Compatible with Check Point Security Services



DFL-CP310

The new NetDefend security appliances from D-Link are specifically designed for small and medium businesses (SMBs) and offer affordable and easily administered unified threat management (UTM) protection against potential disastrous and costly attacks to the office network.

The D-Link NetDefend DFL-CPG310 (Wireless) and DFL-CP310 (Ethernet 10/100) deliver enterprise-level UTM features in a single device powered by Check Point's advanced Embedded NGX™ with Application Intelligence™ technology and market-leading Firewall-1™ and VPN-1™ software. The inclusion of Check Point's software provides SMB users with complete UTM protection from Internet and network-based threats.

The feature-rich NetDefend secured by Check Point devices are designed to ensure maximum efficiency and security of network bandwidth and allow proper usage of Internet resources, such as instant messaging, peer-to-peer (P2P) file sharing, and File Transfer Protocol (FTP). In addition, D-Link's newest SMB security devices provide protection to all PCs on the network by blocking viruses at the gateway, before they enter the network.

The NetDefend devices also make it easier for company employees to securely access the office network from remote locations using the VPN capabilities. They also allow for business expansion as VPN usage increases.

D-Link®

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www.Processor.com/D-Link5

Manufacturer Presentation

Communications - Network & Systems Advertisement

Agilent Technologies FrameScope Pro handheld Ethernet-performance analyzer accelerates VoIP service tune-up and troubleshooting

Tester reduces time-to-resolution in VoIP service troubleshooting, provides unambiguous service level verification, documentation

Agilent Technologies' VoIP test kit for the N2620A FrameScope Pro handheld Ethernet performance analyzer is the most compact Gigabit Ethernet troubleshooting and RFC 2544 network performance benchmarking tool in its class. Capable of generating traffic up to full Gigabit line rate and equipped with optical and electrical ports, it provides end-to-end Ethernet testing across the entire network infrastructure needed for the provisioning of triple-play services.

The new VoIP testing capability helps network installers and service providers quickly and more efficiently deploy voice services to Ethernet-based networks. Network qualification that goes beyond bandwidth measurement ensures a smoother transition to VoIP, and FrameScope Pro provides the visibility of those network conditions that directly affect the voice quality.

Benefits of FrameScope VoIP include:

- Unique Autotest feature for both troubleshooting and network prequalification, which delivers detailed test results with minimum configuration effort.
- Upgradeability to VoIP testing for existing FrameScope Pro analyzers, which protects customer investments.
- Predefined performance test suites, which allow operators to run tests easily by pressing a single button.
- Remote control via any Web browser, allowing for central troubleshooting, monitoring and reporting, which eliminates costly dispatches.
- Support for PPPoE (Point-to-Point Protocol over Ethernet), which accommodates dial-in configurations.
- Active and passive Autodiscovery, which help to automatically identify network resources and rogue stations.



The Agilent N2620A FrameScope Pro VoIP is available now starting at $6,300

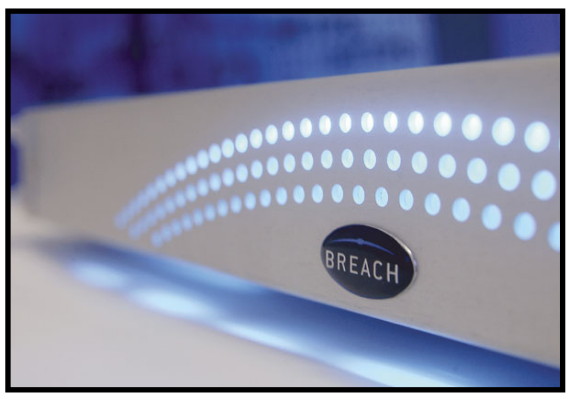
Agilent Technologies

For More Information
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(970) 679-5397

Manufacturer Presentation

Communications - Security Advertisement

The Best Defense Against Application Threats



Next-Generation Web Application Security
WebDefend is a next-generation Internet security appliance that provides comprehensive Web application protection to resolve information security challenges such as identity theft, information leakage, regulatory compliance, and insecurely coded applications.

Designed to meet the security requirements inherent in Web applications, WebDefend fills the holes in network-level security by providing customized, behavior-based app security.

WebDefend's unique architecture allows for a central point of intelligence with flexible, distributed prevention, allowing organizations to leverage investments in existing inline network devices. As a noninline Internet security appliance, WebDefend is easy to deploy, does not introduce network latency, and can not negatively impact production network traffic.

WebDefend Benefits

- Protects privileged information, trade secrets, intellectual property
- Dynamically generates and automatically maintains application security profiles
- Uncovers SSL-encrypted threats
- Provides distributed prevention with its Distributed Detect Prevention Architecture (DDPA)
- Detects outbound as well as inbound threat anomalies with ExitControl™ technology
- Provides intuitive GUI and detailed event analysis through the WebDefend Console
- Provides application security against known and unknown Web threats
- Delivers detailed and summary reports for security, compliance, and audit needs

Professional organized criminals are now targeting the theft of valuable data connected to Web browsers. WebDefend's unique combination of automated, comprehensive threat management and flexible threat prevention meets the demands of today's organizations for strong, yet manageable application security.

For More Information: www.Processor.com/Breach

BREACH

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Manufacturer Presentation

Communications - Security Advertisement

Data Protection At Gigabit Speeds

Moving from private, leased lines to IP networks is more than a trend; it's the new reality of networking. IP networks have indisputable benefits, including lower cost, higher speeds and greater flexibility. However, these benefits come at a price—increased network vulnerability due to the inherent vulnerabilities of IP.



The **CipherOptics SG1002** data protection gateway is designed specifically to protect your proprietary information and intellectual property throughout your high-speed IP network. With its exclusive TILEA™ encryption architecture, the CipherOptics SG1002 can do what other solutions cannot: deliver wire-speed data protection with complete network transparency and virtually no latency. This combination of performance and ease-of-implementation is what sets the CipherOptics SG1002 apart from routers, VPN blades and firewall extensions and what makes it the best choice for data protection at high-speed.

- No encryption bottlenecks; enables up to 1.9Gbps full-duplex Gigabit Ethernet with AES encryption
- Ideal for latency-intolerant applications such as VoIP, videoconferencing and storage networking
- Ease of installation; "bump-in-the-wire" implementation
- Complete network transparency; the unit does not affect network traffic and does not require intensive management or maintenance
- Easily integrates into existing IP networks
- Single-screen policy configuration and centralized policy management
- Encrypts jumbo frames without degrading network performance
- Can be set up to drop all packets not coming from encryption counterpart, protecting against denial-of-service attacks and potentially obviating the need for additional perimeter security devices

www.Processor.com/CipherOptics2
Phone: (919) 865-7330

CIPHEROPTICS

Manufacturer Presentation

Communications - Security Advertisement

TACS Authentication Gateway

The Authentication Gateway provides a fast path deployment that offloads authentication from the Web application.

The TACS Authentication Gateway is a Web server that pre-integrates TACS APIs, removing the need for integration at the Web application, which significantly simplifies the deployment of multifactor authentication. In addition, it has hooks for a variety of passive authentication methods and fraud detection, freeing the Web application from managing the authentication process and offloading integration with fraud detection for real-time risk assessments on transactions to TACS.

The TACS Authentication Gateway ships on an appliance. It contains a Web server and arrives pre-integrated with the TACS APIs. The Gateway is designed to integrate easily with any SAML-aware application. The Gateway also provides hooks for easy integration with passive authentication, secondary authentication, and fraud detection.

Authentication Management
When a user requests login, the Web application hands off the session to the Gateway, which manages the authentication process. Once authenticated, the user is returned to the Web application.



Benefits
- Deploys quickly
- Pre-integrates APIs
- Offloads authentication complexity
- Standards based

Additional enhancements to TACS include integration with OATH, Vasco®, and ActivIdentity® (Nasdaq: ACTI) one-time password systems and a Macintosh® version of the TACS ID Tool. By integrating OTPs (one time password systems) with TACS, TriCipher has made one-time password systems part of a single authentication architecture, making it easy to migrate users to OTPs as desired and hiding the complexity of supporting multiple OTP types in your environment.

Pricing and Availability
Base pricing for TACS starts at $100,000, which includes four appliances, management tools, APIs, and support for 25,000 users. The TACS Authentication Gateway will be available as a separate component on March 30 at a starting cost of $15,000. The new version of TACS, 3.2, is available immediately.

For More Information Call: (650) 372-1300
Visit: www.Processor.com/TriCipher

TRICIPHER

Manufacturer Presentation

Communications - Security Advertisement

Trend Micro InterScan Web Security Appliance

Integrated gateway hardware solution protects against threats such as spyware, malware, and phishing and triggers automated damage cleanup



- **Comprehensive Web Security**
- **Antiphishing**
- **URL Filtering Module**
- **Centralized Management and Coordination**
- **Leading Virus Protection**
- **Antispyware**
- **Scalable and Flexible**

InterScan™ Web Security Appliance is a new gateway-based hardware solution with unique capabilities designed to provide enterprise organizations with comprehensive frontline protection against malware and content security threats.

The InterScan Web Security Appliance acts as the first line of defense against threats such as spyware, grayware, viruses, and phishing. It can trigger automatic agentless endpoint cleanup via collaboration with Trend Micro™ Damage Cleanup Services. It also provides malware detection and blocking, URL filtering, antiphishing, and other features to prevent threats such as spyware from entering the network.

The arrival of InterScan Web Security Appliance occurs at a time when spyware and many other content security threats are presenting daunting challenges for IT organizations and end users. For instance, in July 2005 Trend Micro conducted a global survey of enterprise end users that revealed 39% of respondents feel IT can do more to prevent them from falling victim to spyware and phishing. That same year, a survey conducted by IDC revealed that spyware was considered the second greatest security threat among enterprise organizations.

(888) 762-8736 option #4
www.Processor.com/TrendMicro3

TREND MICRO™

Manufacturer Presentation

Communication - Storage Networking Advertisement

SAN Routers



Eclipse 1620 SAN Router

Connect to IP backbones, Fibre Channel fabrics, and a wide variety of end systems with this capable and affordable multiprotocol storage switch. The Eclipse™ 1620 supports standard protocols such as iSCSI, iFCP, and E_Port and can be used concurrently for business continuance/disaster recovery plans, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- E_Port for integration into existing multivendor fabrics
- Offers Fast Ethernet or Gigabit Ethernet connectivity
- Support for full fabric, private and public loop FC devices
- High performance with an affordable price

www.Processor.com/McData



Eclipse 2640 SAN Router

The McDATA Eclipse™ 2640 SAN Router is the next generation of multiprotocol storage solutions. It delivers multivendor, multiprotocol connectivity within the data center and beyond. The Eclipse™ 2640 supports industry-standard protocols such as iSCSI, iFCP, and E_Port and can be used for SAN island integration, business continuance/disaster recovery planning, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Broadest range of E-Port interoperability with multivendor fabrics
- True FC routing for maximum scalability and fault isolation
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- Offers both Fast Ethernet or Gigabit Ethernet connectivity

www.Processor.com/McData2

380 Interlocken Crescent
Broomfield, CO 80021
Phone: (800) 545-5773
Fax: (720) 558-3860

McDATA®

Manufacturer Presentation

Communications - Serial Networking Advertisement

Patton Electronics has expanded its **EtherBITS™** line of serial device servers with two low-cost options for connecting RS-232 devices to Ethernet networks. The Model **2232** provides a wired 10Base-T connection and the Model **2211** delivers a wireless IEEE 802.11b Wi-Fi connection. Both models support open-standard TCP/IP with serial RS-232 data rates up to 115Kbps.

Model 2232 EtherBITS™ Single-Port RS-232 Device Server

This low-cost single-port device server lets you monitor, control, and collect data from any async RS-232 device over any IP network.



- Control and Monitor Serial Device--Link asynchronous serial devices and terminals to your IP network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the LAN--10Base-T LAN connection via shielded RJ-45 connector
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit ***www.Processor.com/Patton1***

Model 2211 EtherBITS™ Wireless Single-Port Device Server

The best, most cost-effective method to control, monitor, and collect data from your RS-232 serial devices over a wireless local area network.



- Control and Monitor Serial Device--Control and monitor your serial asynchronous terminals and devices over the local area network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the Wireless LAN--802.11b Wi-Fi 10Base-T LAN connection via built-in WiFi module; 64-bit WEP security
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit ***www.Processor.com/Patton2***

(301) 975-1000

PATTON Electronics, Co.
7622 Rickenbacker Drive,
Gaithersburg, MD 20879

Manufacturer Presentation

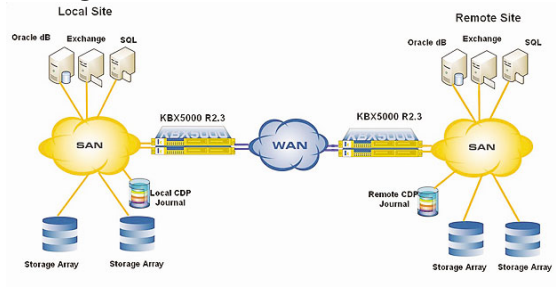
Communication - Storage Networking Advertisement

Kashya KBX5000

Data Protection Platform

The KBX5000 Data Protection Platform is a comprehensive solution for the entire data center, providing local CDP (continuous data protection) and CRR (continuous remote replication). The KBX5000 protects companies from data loss caused by common problems such as server failures, data corruption, software errors, viruses, and end-user errors, while also protecting against catastrophic events that can bring entire data centers to a standstill. KBX5000 customers have realized dramatic cost savings by eliminating complex, nonperforming data protection schemes and deploying a single, easy-to-manage solution. The KBX5000 supports intelligent application bookmarks, instantaneous recovery, and bidirectional local and remote replication to provide true any-point-in-time protection. With support for heterogeneous storage, hosts, networks, or SANs, the KBX5000 protects storage investments, enhances business continuance, and facilitates storage consolidation.

Intelligent Network-Based Data Protection



The KBX5000 Data Protection Platform supports a local CDP and remote CRR module. These modules run on a single KBX5000 Platform to reduce cost and ease management and can be deployed separately or together, based on your unique needs for unparalleled, end-to-end protection.

- End-to-End Data Protection
- CDP Recovery with rollback to any point in time
- Instant Access to CDP Data for Read and Write Processing
- High Performance and Scalability
- Complements Existing Storage, Backup and Archiving Systems
- 15:1 Reduction in CDP Storage Requirements
- Policy-Based Data Protection
- Network-Based Data Protection Across Any Storage Array

www.Processor.com/Kashya
866-527-4921 or 408-437-3900

KASHYA

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Manufacturer Presentation

Communications - Network & Systems Mgmt. Advertisement

Complete VoIP Lifecycle Management



Unlike current VoIP management solutions, Packet Island's solution enables service providers and VARs to offer VoIP network preassessment, VoIP service monitoring, and VoIP SLA management as branded services at a price point the SME market can afford.

The Packet Island offering utilizes a carrier-grade SaaS platform, called PacketSmart™, located at a hosting facility and low-cost, plug-and-play, 4"x4" microappliances deployed within each SME network. Accessible from any Internet-connected computer, the PacketSmart™ service allows service providers and VARs to provide network assessment and VoIP troubleshooting services without expensive truck rolls to customer sites. The solution, which supports both SIP and Cisco's SKINNY-based VoIP installations, provides remote visibility into all aspects of live VoIP calls, including:

- Detailed, real-time, per-second granularity graphs of key metrics:
  - MOS estimate of VoIP call leg
  - Packet loss
  - Jitter
  - Packet Rate
  - And more…
- Real-Time QoS and payload analysis of media streams
- Live route analysis to help pinpoint router congestion
- Full call flow signaling graphs with full dump of every signaling message
- Traffic flow analysis (voice vs. data)

Packet Island offers a complete service package, including VoIP training and second-level support, for service providers and VARs to start delivering branded VoIP lifecycle management services to the SME market today.

For more information, to learn where to buy, or to become a reseller, please visit the following Web site or contact us directly by email or phone.

www.Processor.com/PacketIsland
email: info@packetisland.com

PACKET ISLAND

Phone
(650) 492-4858

Manufacturer Presentation

Communications - Video Advertisement

Polycom's New Instructor RP Videoconferencing And Interactive Whiteboard Solution

Polycom's Instructor RP integrates Polycom's market-leading VSX™ group videoconferencing and collaboration system with an interactive whiteboard solution. Specifically designed to provide superior videoconferencing combined with instructional tools, Polycom's Instructor RP allows customers to use a system that integrates videoconferencing with an electronic whiteboard in a seamless and natural environment—all without the use of a PC.

The interactive learning solution is a high-quality conferencing and instructional learning tool for all educational environments, corporate training, and custom meeting environments. Because the new Instructor RP does not rely on a PC to function, teaching and learning is as easy as talking and picking up a pen to write. In addition, trainers also have the ability to use the interactive whiteboard as their display device and by using a pen, annotate over content, curriculum, or live video sources.



Key benefits of the Polycom Instructor RP:

- Ability to use touch control to operate the VSX user interface directly on-screen
- Camera touch control directly on screen
- No PC required for operation
- Simultaneous display of conference participants and data (People+Content™)
- Class annotation over various sources, including motion video and data applications
- An integrated interactive videoconferencing solution
- Camera touch control directly on screen
- A self-contained cabinet/projection unit driven by a easy-to-use VSX user interface without the requirements of a PC
- Automatic transmission of People + Content

For More Information on the Polycom Instructor RP:
www.Processor.com/Polycom or (800) 765-9266 (POLYCOM)

POLYCOM®

Manufacturer Presentation

Communications - Content Networking Advertisement

New Enterprise Manager from F5 Delivers Comprehensive Solution for Managing and Maintaining BIG-IP® Devices

Provides a complete toolset for centralized maintenance, management and operation; Appliance increases productivity and reduces costs and complexity.



F5 Networks, Inc.'s Enterprise Manager is a new appliance designed to save customers time and resources with a comprehensive set of tools for maintaining, managing and operating F5 BIG-IP® version 9 Application Delivery Networking devices. Enterprise Manager's easy-to-use centralized management interface includes features that automate common tasks to accelerate deployment and reduce the total cost of ownership. The product features tools for centralized software management, device inventory and control, centralized configuration backup and restore, and centralized SSL certificate management, with all features utilizing a secure iControl connection to the devices.

Enterprise Manager on the TMOS platform offers customers distinct advantages. It provides a coordinated and efficient management strategy that is centrally controlled, while the processing and workload is distributed. Enterprise Manager gives customers clear visibility into their application delivery network configuration and includes powerful features that accelerate a network manager's ability to perform daily, weekly or monthly tasks. Highlights of Enterprise Manager include:
BIG-IP Centralized Software Management
BIG-IP Centralized Configuration Backup & Restorability
BIG-IP Centralized SSL Certificate Repository

f5

Visit - http://www.Processor.com/F5

F5 Enterprise Manager 500 is available immediately. For more information on Enterprise Manager, 401 Elliott Ave West • Seattle, WA 98119 • Phone: (866) 543-9373

Manufacturer Presentation

Communications - Security Advertisement

Intrusion Prevention Up To 60Gbps!

TippingPoint M60 sets new benchmark performance

The TippingPoint M60 is the industry's first Intrusion Prevention System (IPS) chassis and corresponding IPS modules able to scale up to 60Gbps.



TippingPoint M60

As network bandwidth and throughput increase, enterprises demand security products that can meet those performance requirements in order to ensure real-time security. The TippingPoint M60 chassis supports 10 Gigabit interfaces and is available in 7-, 10- or 14-slot versions that hold the new IPS modules. It responds to customer demand for increased port count for greater network segmentation and higher throughput.

Three IPS module versions correspond with the TippingPoint M60 chassis: the T5000, a 5Gbps IPS module; the T2000, a 2Gbps IPS module; and the T1000, a 1Gbps IPS module. Each module offers the same functionality as the systems in the award-winning TippingPoint Intrusion Prevention System product line. However, the new IPS modules offer 12 Gigabit Ethernet ports, either copper or fiber, which is a 50% increase in port density over the existing TippingPoint Intrusion Prevention System product line. This allows for a maximum of 144 Gigabit Ethernet ports, which gives customers greater ability to segment the network. In addition to working with the TippingPoint M60 chassis, the IPS modules also work seamlessly with the 3Com® Switch 8800.

Each IPS module is capable of more than 2 million simultaneous connections and 1 million connections per second with switch-like latency of less than 150 microseconds. The IPS modules block worms, viruses, Trojans, Spyware, Phishing and Denial of Service attacks and are updated on a regular basis to protect against the latest threats through the TippingPoint Digital Vaccine® service.

For More Information, Visit:
www.Processor.com/TippingPoint2

TippingPoint
a division of 3Com

(888) TRUE IPS
(888) 878-3477

Manufacturer Presentation

Communications - Access Control Advertisement

New Hydra Privacy Card Series II

Combines "Suite B" Encryption, Strong Authentication, and OATH OTP



The Hydra Privacy Card (Hydra PC) Series II is a unique, portable multi-functional security device that combines removable/replaceable miniSD™ memory with the highly secure Suite B cryptographic algorithms. This compact, high-speed encryption device is ideal for protecting, storing, and transporting critical data for markets with regulatory requirements to protect personal or mission-critical information, such as the financial, healthcare, and government industries.

- The Hydra PC also enables strong authentication for Microsoft® Windows® applications supporting digital certificates, such as smart card logon, secure email, and encryption. In addition, the Hydra PC supports One-Time Password authentication based on the OATH open standard.

- The multifunctional Hydra PC Series II, which is designed for FIPS 140-2 Level 3 validation, delivers advanced authentication security services. Encrypted files can be stored and transported on the replaceable miniSD memory media or the local hard drive.

- The Hydra PC is extremely cost effective, as the standard miniSD memory media can be upgraded as larger memory sizes become available. You do not need to replace the entire Hydra PC when more memory is required.

- An optional personal ID Verifier sleeve adds secure PIN entry with a display plus a biometric fingerprint sensor for true three-factor authentication without the risk of PIN or fingerprint compromise through the computer.

- Compact, portable design with faster than 20MBps encryption data rates and a USB 2.0 connection provides convenience and high-speed performance.

SPYRUS

For pricing information or to place an order, call
1-408-545-0103
or visit
www.Processor.com/SPYRUS

Manufacturer Presentation

End Nodes - Thin Client Advertisement

The Neoware e90 and Neoware e140, like other members of Neoware's family of thin clients and software products, enable enterprise customers to run Windows(r), Internet, and legacy applications on servers and display them on secure, manageable, solid-state devices that have no hard drive, DVD, fan, or other moving parts. With the introduction of the Neoware e90 and the Neoware e140, Neoware now offers the industry's broadest family of thin-client solutions, with a choice of open, standards-based operating systems that are manageable with open, standards-based management software.

Specific capabilities of the Neoware e90 and Neoware e140 include:

Neoware e90



* Available with a choice of Neoware-enhanced Windows CE, Windows XP Embedded, and Linux operating systems, and it's manageable by industry-standard management software, including Neoware ezRemote Manager, IBM Tivoli, Microsoft SMS, and Altiris.
* Features a new compact, space-saving design with an internal power supply that eliminates the external "brick" found on other thin clients for easier installation, higher ongoing reliability, and better ergonomics. Neoware is the first global provider to offer this combination of compact design with high performance.
* Includes a high-performance processor that is ideal for running local applications such as Microsoft Media Player, Internet Explorer, and Java.
* Includes three conveniently located USB ports, two serial ports, one parallel port, and PS/2 keyboard and mouse ports to provide support for the widest range of peripherals.

Visit **www.Processor.com/Neoware2** for More Info

Neoware e140



* Available with a choice of Neoware-enhanced Windows CE, Windows XP Embedded, and Linux operating systems, and it is manageable by industry-standard management software, including Neoware ezRemote Manager, IBM Tivoli, Microsoft SMS, and Altiris.
* Is the first thin client from a global provider that includes digital video output (DVI), which displays brighter and truer colors and a sharper image with flat-panel monitors.
* Includes a high-performance processor that offers superior performance for running local applications such as Microsoft Media Player, Internet Explorer, and Java.
* Features an optional PCI slot for wireless cards, dual-head video, and other requirements.

Visit **www.Processor.com/Neoware1** for More Info

neoware

Phone: (610) 277-8300

Manufacturer Presentation

Communications - Telephony Advertisement

EdgeConnect 2402 Power over Ethernet Switch for Converged Voice, Video, And Data Networks

EdgeConnect managed Ethernet switch is ideal for hosted VoIP service providers and is optimized for converged networking when combined with Edgewater Networks' EdgeMarc and EdgeView products



- 24 x 10/100Mbps Autosensing Ethernet ports
- 2 x 10/100/1000Mbps Autosensing Ethernet uplinks
- Inline Ethernet power (802.3af and inline power)
- 802.1Q VLAN support
- Full wire-speed forwarding

The EdgeConnect 2402 Power over Ethernet (PoE) switch provides 24 x 10/100Mbps autosensing, inline power Ethernet ports and 2 x 10/100/1000Mbps uplink or high-speed server ports.

The EdgeConnect 2402PoE provides customers with a single source for managing data, video and voice over IP traffic. The EdgeConnect allows for simplified VLAN and quality of service (QoS) configuration and improved administration and management.

Supporting a wide range of IP phone endpoints, the EdgeConnect provides autonegotiation for Ethernet links and is 802.3af and inline power compliant.

The **EdgeConnect 2402PoE** is available now and also offered in convenient, reduced-cost 5- or 10-pack bundles

www.Processor.com/Edgewater3
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EDGEWATER NETWORKS, INC.

Data Collection

www.Processor.com/LXE



The MX7—tough enough for your warehouse, yet comfortable enough for scan-intensive applications.

- All-range bar code scanning offers additional efficiencies with the ability to collect data from 4" - 40'
- 802.11b/g radio and Bluetooth option
- Voice-enabled with ToughTalk™ Technology, so you can use the MX7 for both voice-directed and traditional bar code scanning applications

LXE

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KVM

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Rackmount LCD Drawer w/KVM Over IP
$1900
New Product!



i-Tech SuperStore for Rackmount LCD Console Drawer

- 15", 17", 19" & 20" is also available
- Optional with 8/16 ports KVM
- New integrated with Remote Access via CAT5 and via IP
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Free Grd Shipping for all Rackmount LCD KVM Drawers!

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KVM

www.Processor.com/Rose5



Remote Server Management - UltraLink™

- Connect to remote computers by Ethernet or dial-up
- Secure encrypted operation
- Scaling, scrolling, and auto-size features
- Available in one, two, and four user models
- Local KVM port to access computers at UltraLink unit
- Up to 1280 x 1024 resolution, suports all platforms

ROSE ELECTRONICS

10707 Stancliff Road
Houston, TX 77099
Phone: (800) 333-9343
Fax: (281) 933-0044

Manufacturer Presentation

End Nodes - KVM Accessory Advertisement

AdderLink AV Series



The AdderLink AV Series is a range of audiovisual extenders delivering high video resolutions and superb-quality audio up to 300m using standard CATx cable (x=5,5e,6,7), ideal for Digital Signage and Media Streaming applications.

The AV Series is composed of four interchangeable units designed to fit together as logical building blocks that deliver on the promise of a flexible solution that can be tailored to meet growing requirements.

Features include:

- **Video performance:** Industry-leading resolutions of 1600 x 1200 are achievable at 200m (650 feet) and 1280 x 1024 at 300m (1000 feet).
- **Video compensation:** The AdderLink AV units apply a high level of signal compensation that allows for greatly increased range of very smooth and fine adjustments.
- **Brightness control:** The AdderLink AV offers its own brightness correction to ensure that the image is crisp, clear, and bright, regardless of distance.
- **Audio:** Digital audio transmission delivers high-fidelity, click-less audio for speakers and microphones
- **Integrated DeSkew:** The AdderLink AV101R has integrated skew correction with a 300MHz bandwidth, meaning that is more than powerful enough to counteract the negative effects of the skew.
- **Rack options:** Both transmitter and receiver units can be used standalone or up to 16 units can be mounted into a 3U chassis.

ADDER®

Learn more about the AdderLink AV Series at www.Processor.com/Adder2 or call us at 888-932-3337

Manufacturer Presentation

End Nodes - Storage Advertisement

Network Attached Storage Solution

Up To 1.6TB & Incorporates Serial ATA Hard Drives

TeraStation



Features:

- Four operational modes: Standard, Spanning, Mirroring and RAID 5
- Removable hard drive rack to allow quick swapping of hard drives should a drive fail
- Advanced RAID system to continually check hard drive performance
- 10/100/1000 Gigabit Ethernet port and Jumbo Frame capability for higher transfer speeds
- Heat-release-conscious design with smart layout and ventilation supply
- Memeo™ Easy Backup software included
- Large silent fan to release HDD heat effectively and quietly
- Four USB 2.0 ports, allowing 4 simultaneous USB connections
- Built-in print server for sharing and managing a USB printer on the network*
- Built-in FTP server functionality
- Easy setup wizard and management through intuitive Web interface

www.Processor.com/Buffalo

BUFFALO™

(800) 456-9799

Manufacturer Presentation

End Nodes - Storage Advertisement

Industry's First SAS HBAs With Integrated RAID

Latest HBAs support both internal and external storage solutions

LSI Logic has four new PCI-X Serial Attached SCSI (SAS) Host Bus Adapters (HBAs), providing the industry with the most complete SAS HBA family available. The newly expanded family now includes the market's first SAS HBAs with hardware-based RAID functionality and is the most comprehensive family of HBAs addressing both the internal and external storage environments.

Specific models now feature Integrated RAID functionality, supporting RAID levels 0, 1, 1E, and 10E (enhanced mirroring) for increased system reliability. Integrated RAID provides a significant advantage over software-based RAID, supporting OS independence and not requiring special drivers. When combined with the high-reliability attributes of SAS, the new HBAs offer a higher-performance, higher-availability solution for storage environments where a full RAID implementation is not required or is cost prohibitive.

The expanded LSI HBA family now features the industry's only 4-port SAS HBA, the LSISAS3041X-R. In addition, LSI is also shipping two new 8-port kits (LSISAS3442X-R and LSISAS3800X) featuring a selection of internal and external storage connections. Each of these new HBAs represents an industry first and are supported by MyStorage management software. Additionally, all family members utilize the LSI Fusion-MPTTM (Message Passing Technology) architecture to speed OEM development time and increase reliability



www.Processor.com/LSI2

866-574-5741

LSI LOGIC®

KVM

www.Processor.com/Rose4



Multi-User KVM Switch - UltraMatrix™ E-series

- Connect 1,000 computers to multiple user stations
- PC or multiplatform (PC/Unix, Sun, Apple, others)
- Advanced visual interface (AVI)
- Powerful, expandable, low cost
- Free lifetime upgrade of firmware
- Security features prevent unauthorized access

ROSE ELECTRONICS

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KVM

www.Processor.com/Rose6

Vista



Features and Benefits

- High resolution - up to 250MHz
- Three chassis sizes to choose from
- Connectors available in two styles
- Optional on-screen menu on L-Series units
- Works with all PCs & most UNIX workstations
- Low cost - Made in USA - **CALL** for many more Benefits

ROSE ELECTRONICS

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KVM Accessory

www.Processor.com/Arise3



LKM-115/117

- 1U/2U rack mount LCD/Keyboard/Trackball
- 15" or 17" TFT Color LCD
- Trackball or Touchpad
- 6U/8U Panel Mount Available
- Optional KVM Switch Functions

ARISE

453 Ravendale Drive
Mountain View, CA 94043
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Prototype in Just 30 Days

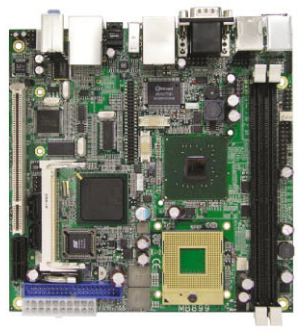
IBASE Provides You the Best OEM/ODM Services



IBASE offers total industrial PC board design, custom system engineering, and manufacturing services under ISO 9001 quality control. IBASE provides customers time-to-market solutions for various embedded applications.

Our OEM/ODM services and products cover a variety of industries:

- Gaming/Entertainment
- Point Of Sale
- Digital Signage
- Medical
- Military/Government
- Industrial Automation
- Network Security Appliances
- Digital Surveillance Systems

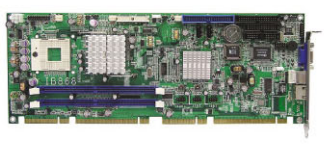


MB 899 Mini-ITX Motherboard

- **Intel® Core Duo Processor**
- Mobile Intel® 945GM Chipset
- Two DDR2 DIMM sockets
- Supports CRT, LVDS, optional TV out or DVI
- 10/100 BaseT LAN, PCI Express Gigabit LAN
- SATA x2, USB x6, Digital I/O, Watchdog timer
- PCI x1, PCI-E (x1) x1, Mini PCI x1, Mini PCIe x1

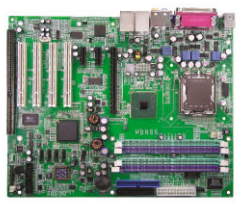
IB868 Full-Size CPU Card

- PICMG 1.3 SHB Express
- Intel® 915GM Chipset



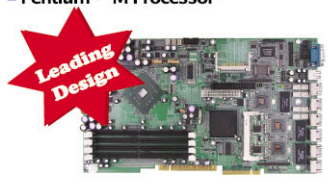
MB886 ATX ISA Motherboard

- Dual Core Pentium® D Processor



MB895 Networking Motherboard

- A Proof of Concept Design based on Intel® E7520 Chipset
- Pentium® M Processor



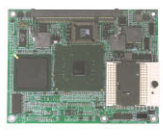
MB877 Mini-ITX Motherboard

- ATI RS400 Chipset 3D Graphic (M10)
- LGA 775 Pentium® 4 Processor



ET810 COM Express Module

- Pentium® M / Celeron® M Processor
- Intel® 915GM Chipset



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Manufacturer Presentation
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Manufacturer Presentation
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Stratus ftServer W Series 5700 System

The ftServer® W Series 5700 system from Stratus Technologies is the industry's first fault-tolerant server to use Dual-Core Intel® Xeon® processor technology. The two-way server (with eight processing execution cores) provides 99.999% uptime and is ideal for enterprise business processing and multitasking applications.
The ftServer 5700 supports the Microsoft® Windows® Server 2003 Enterprise Edition operating system and uses Stratus-engineered chipsets and the company's patented Continuous Processing® technology to bring premier continuous availability to decentralized mission-critical computing.
The server is available with the Virtual Technician module (VTM), a fault-tolerant remote access controller that connects to the fully fault-tolerant Stratus® ActiveService™ Network to help ensure the highest reliability possible. The ftServer 5700 also supports the Stratus Active Upgrade™ technology for online patching, hotfixes, and upgrades.

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Logical processors	2-way SMP
Processor	Dual-core Intel® Xeon™ processor 2.8GHz
Cache	2MB iL2 per core
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I/O SUBSYSTEM

PCI-X slots	6 x 64/100

STORAGE SUBSYSTEM

SATA drives supported	400GB (7200rpm); 74GB (10,000rpm)
Base system drive slots	(SATA) 6
Expansion drive slots	(FC) 12

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Manufacturer Presentation

End Nodes - Storage Advertisement

New Eight-Port RAID Adapter Targets High-Density & Space-Limited Rackmount Server Environments



**MegaRAID®
SATA 300-8XLP**

The MegaRAID SATA 300-8XLP is the latest addition to the LSI Logic family of SATA RAID solutions. Offering data transfer rates of up to 3Gbps per port in a low-profile form factor, the MegaRAID SATA 300-8XLP addresses the growing demand for RAID in high-density rackmount chassis environments. Also, with the addition of individual drive activity and fault LED headers, users can view status of hard drives through LEDs on the chassis.

In addition to 3Gbps SATA transfer rates, the eight-port MegaRAID SATA 300-8XLP features a 133MHz PCI-X host interface, 128MB DDR cache memory, remote battery backup support, and backward compatibility with all SATA 1.5Gbps drives. Other key features include support for Native Command Queuing (NCQ) and enclosure management (SAF-TE) allowing for higher performance and increased reliability and availability.

The management software suite included with the adapter includes powerful management tools that let users efficiently configure, monitor, and manage RAID systems locally or over a network. The MegaRAID SATA 300-8XLP offers a wide range of OS support, including Microsoft® Windows® Server 2003/2000/XP, Red Hat® AS Linux®, Novell® Netware®, SuSE® Professional Linux®, and Linux® Enterprise Server (SLES) and FreeBSD®.

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Features such as scan-to-file functionality, copy-set processing, and a fully integrated stacker make the Océ TDS320 productive and time-efficient. Available in upgradeable configurations of printer, copier, or full multifunction system with scan-to-file capability.

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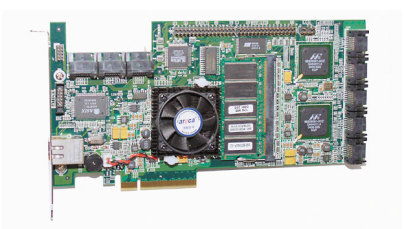
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Storage Component

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PCI-Express SATA II 3Gb/s RAID Controller

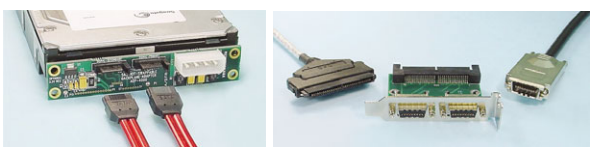
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Storage Component

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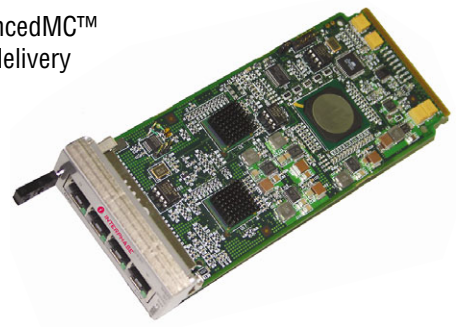
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Interphase's SlotOptimizer™ 364G AdvancedMC™ Quad Gigabit Ethernet Card enables the delivery of advanced services in telecommunications networks. The new AdvancedMC adapter is designed specifically for converged next-generation and wireless network applications that require multiple high-speed, high-bandwidth Ethernet ports directly connected to the processor blade and provides optimum performance and CPU utilization for even the most demanding applications.

Designed for use in AdvancedTCA® and MicroTCA platforms, the Interphase 364G product features four independent 10/100/1000 Gigabit Ethernet ports, high-performance Gigabit Ethernet controllers, up to x4 PCI Express 1.0a links, auto-negotiation and compatibility with PCI Express-compliant host systems. The 364G also features an Intelligent Platform Management Interface (IPMI), enabling the card to be monitored and controlled by remote shelf management controllers. In addition, the product comes with inherent robustness, reliability, and hotswap capabilities delivered by the AdvancedMC form factor. Software support for the 364G includes drivers for Carrier Grade Linux and Sun Solaris™ environments.

Key applications enabled by the SlotOptimizer 364G include serving GPRS Service Nodes, softswitches, MSC servers, and OAM&P platforms.

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Quad-Port Gigabit Ethernet Interface Card
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Manufacturer Presentation
End Nodes- File Transfer Appliance Advertisement

Accellion Courier Secure File Transfer Appliance

Secure File Transfer Assessment Initiative
Secure File Transfer Assessment Initiative (Secure FTA Initiative) seeks to shed light on the Sarbanes Oxley/HIPAA compliance and security benchmarks and best practices for current business processes that involves file transfer.

Gone were the days when network traffic was limited and security concerns few. IT staff and end users can no longer rely upon FTP and email to transfer files. The IT platform-agnostic and business-process-flexible Accellion Courier File Transfer Appliance (FTA) is the only true appliance solution on the market that meets today's secure and ad hoc file transfer needs.



FTP and Email are no solution
E-mail and FTP have become part of the problem for today's secure, ad hoc, and instantaneous file transferring needs. Prevalence of large files (>10MB) has spread from limited specialty users, such as video and audio files, engineering documents, manufacturing specifications, medical diagnostics, and lab results, to the everyday business needs of sending large presentations and high-resolution graphics.

Receive and Send any size file - ad hoc and secure
Courier File Transfer Appliances (FTA) provide an intuitive way to exchange large files of any size, including gigabytes, with internal and external recipients. Courier FTAs allow users to design file-transfer processes that make sense by providing uncompromising security while hiding its complexity from the everyday user.

Reduce network, systems, and IT management burden
With 80% of email traffic in attachments, Courier File Transfer Appliances (FTA) decouple file transfer from email and restore sanity to email and WAN managers. End users will stop complaining about mailbox quotas and attachment sending limits. With the policy-based file lifecycle administration tools and the Plug in/Set up/Forget appliance design, the IT team can focus on other priorities without diluting service quality.

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Manufacturer Presentation

End Nodes - Components Advertisement

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Manufacturer Presentation

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The TravelMate 8200 is Acer's commercial flagship notebook with a 15.4-inch wide-aspect LCD, giving users 30% more viewing space. The TravelMate 8200 features an array of security and communication solutions,including Acer Video TravelMate 8200, which blends timeless colors with innovative materials and textures. Embodying the extreme in mobile computing, the notebook is powered by Intel® Centrino® Duo mobile technology and features next-generation GDDR3 memory, along with a wide display and total security solutions. The cover uses carbon fiber, a highly resilient and light material used in the aerospace industry for dependability. An integrated Web camera with 1.3 megapixel high-resolution CMOS delivers higher-quality video, and the 225-degree rotation of the camera means users can take photos of objects behind the notebook cover without turning the notebook around. Architectural improvements with Intel's dual-core processors, ATI Mobility™ Radeon® X1600 graphics with 512MB HyperMemory, and 256MB dedicated GDDR3 VRAM produce stunning visual realism. The TravelMate 8200 is a winner of the iF Design awards - which is an internationally renowned seal of design excellence.

Acer proudly announces that the TravelMate 8200 and 5-Series (AL1751/AL1951/AL2051W) LCD monitors have won the 2006 iF (International Forum) awards for product design. The iF seal of design excellence has become a symbol for superior quality and developed into a trend-setting design competition over the past five decades.

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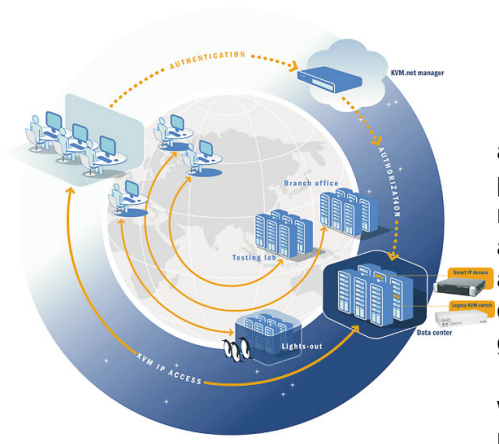
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Manufacturer Presentation

End Nodes - KVM & Console Access Advertisement

KVM.net

IP Solutions for the KVM network



Centralize Management of IP Access to the KVM Network

KVM.net is an IP access management solution for the enterprise environment. It centralizes management of access to servers and network devices, unifying administration of KVM/IP targets, devices and users across geographic locations.

KVM.net manages the KVM network for businesses with large numbers of servers, network devices, and remote access users that need to be managed centrally. Examples include distributed data centers, testing labs, and lights-out facilities.

Access all your servers via a single IP address

KVM.net gives IT managers and administrators a unified view of their KVM infrastructure. It manages IP access to the data center servers and devices, even if the KVM network is distributed across many physical data centers.

The intuitive, browser-based GUI provides complete transparency for users regarding location, topology, and configuration. Users simply log on to a single IP address that routes them to their assigned targets, and that's all they see.

Secure your KVM IP network

KVM.net's Access Rights Management System is designed to align with existing authentication mechanisms. Sessions are secured using standard 128-bit SSL.

Security is implemented in three places: between the user and the KVM.net Manager, between the user and the connected IP gateway, and between the KVM.net Manager and the IP gateways.

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Manufacturer Presentation

End Nodes - Storage Advertisement

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End Nodes - Storage Advertisement



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iQ2280 4Gb FC-SATA II Storage System

High-performance storage with enterprise-level features

The iQ2280 storage system from iQstor delivers the high performance and reliability required by today's demanding applications, at an affordable price. iQstor's iQ2280 Storage System is a self-contained storage system that brings an intelligent, yet affordable solution to small and midsized companies. Combining proven enterprise-level features with cost-effective Serial ATA (SATA) disk drives, the iQ2280 delivers efficient storage growth, scalability, data protection, and storage automation—at a price point that's dramatically less than comparable Fibre Channel solutions.

The iQ2280 enables storage administrators to quickly and cost-effectively optimize storage solutions for diverse fixed-content applications in digital media and imaging and near-line and archiving applications for financial, legal, and educational institutions. Each iQ2280 supports up to 15 SATA disk drives providing 7.5TB of storage capacity (with 500GB drives). Additionally, as storage management requirements evolve, administrators have the option of enabling enhanced storage services such as virtualization, snapshots, mirroring, storage provisioning, remote replication, and automated capacity growth.

The iQ2280 is a full-featured storage system, providing maximum flexibility, scalability, and cost-effectiveness for business, large and small. With all key internal components being hotswappable and redundant, the iQ2280 ensures data protection and delivery to keep business-critical applications running smoothly. iQstor's iQ2280 delivers a robust and economical SATA solution with the availability, manageability, data integrity, and enterprise-level functionality that, until now, have only been available to enterprise users.

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Winchester 24-Drive SATA Array with RAID 6 Data Protection

Supports up to eight hosts and 12TB in one enclosure.

The SATA-based RAID array lowers the cost per gigabyte of RAID-protected SATA storage while offering high-reliability features such as N+1 power, enterprise-class SATA disks, and RAID 6 for added data protection.



The FlashDisk SA-4500 supports redundant 64-bit RAID controllers with dual Ultra320 SCSI host connectivity or up to eight Fibre Channel hosts and has high-availability features, including the new FlashDisk RAID 6 protection. The SA-4500 implements RAID 6 in hardware using a high-speed XOR engine on a dedicated ASIC, enabling FlashDisk SATA to maintain a RAID 5 level of performance with RAID 6 protection against multiple drive failures. Additional high-availability features include redundant I/O modules, cooling, power supplies, and BBUs. Every FlashDisk data storage solution includes the FlashConsole appliance, providing complete centralized management using any browser-based workstation on the LAN. FlashAlert, a 24-hour "call-home" remote monitoring and alert service is also included for one year.

List pricing starting at less than $30,000 MSRP

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- High-performance and highly available 4Gb FC SBOD solution
- Modular storage components to optimize and scale the storage infrastructure
- Comprehensive and simple storage resource management interface
- Point-to-point drive connection
- Reduced latency



J2880 4Gb Fibre Channel Switched JBOD

An easy-to-implement and easy-to-use disk expansion enclosure, iQstor's J2880 Switched JBOD (SBOD) disk enclosure delivers a scalable yet reliable solution for a variety of business applications. As a modular component, the J2880 SBOD enables IT administrators to quickly and cost-effectively optimize storage solutions for changing application and network environments by using a "building block" approach. Easily connected to RAID subsystems, each J2880 SBOD scales to 2.2TB with 15 x 146GB FC disk drives or 7.5TB with 15 x 500GB SATA disk drives, allowing the creation of very large tiered-storage SAN systems as needs arise. With fully redundant, hotswappable components such as disk drives, power supplies, cooling modules, and Fibre Channel hubs, the J2880 ensures reliability and high availability. The J2880 supports the latest Fibre Channel 4Gb interconnect in switched dual loops, is backward compatible to 2Gb FC-AL, provides redundancy, delivers performance of up to 800MB/second and can be configured with either FC or SATA II disk drives.

Advanced FC Switching
Instead of the traditional FC drive loops, the J2880 SBOD deploys an advanced FC switch technology to deliver a point-to-point switch connection between each drive and the storage controllers.

Comprehensive In-Band Management
The J2880 SBOD delivers unique and comprehensive storage management and diagnostics services to increase storage efficiencies.

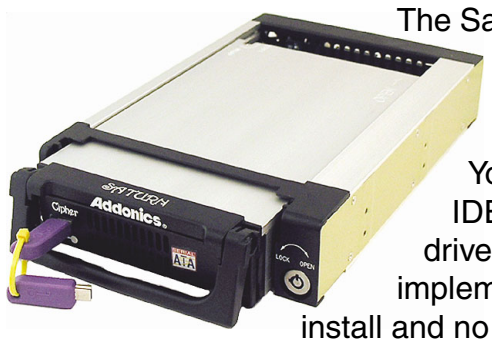
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The J2880 SBOD delivers significant performance improvements and is a wise selection for companies seeking to implement storage solutions that are easy to deploy and easy to manage.

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Saturn Cipher Hard Drive Kit



The Saturn Cipher Enclosure kit is one of the most advanced hardware-based hard drive encryption solutions in the market. You can encrypt SATA hard drives, IDE hard drives, or 2.5" IDE hard drives. It is easy to deploy and implement. There is no software to install and no training is required. Using proven standard encryption algorithms and the special Saturn hardware design, Saturn Cipher offers practically bulletproof protection to your sensitive data stored inside the hard drive.

You can use the Saturn Cipher drive enclosure as an external hard drive, as a removable hard drive, or as a drive cartridge. The Saturn Cipher enclosure kit is designed almost identical to the regular Saturn enclosure kit. The only difference is the additional encryption key and electronics in the Saturn Cipher drive enclosure. As a result, Saturn Cipher has the same flexibility and convenience of the regular Saturn enclosure kit.

If you already have invested in the regular Saturn drive kit, you can add the Saturn Cipher solution by just purchasing the Saturn Cipher drive enclosure. The Saturn Cipher drive enclosure will mix in nicely with your existing Saturn drive cradle, share the same Saturn interface cables, power adapter and all other Saturn accessories.

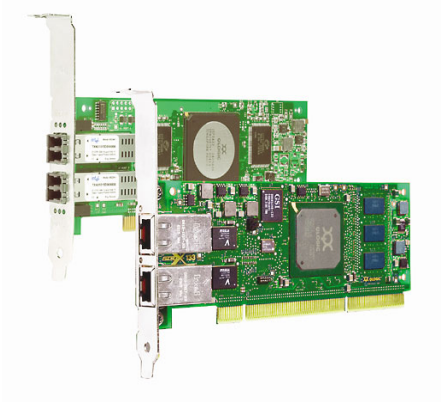
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New from QLogic are the SANBlade Pro 2440 and 2460 families of 4Gb Fibre Channel host bus adapters for the enterprise. The 2440 reads 202,000 I/O per second and the 2460 reaches 304,000 I/Ops. The HBAs recheck parity or ECC before stripping out an old data reliability check and uses technologies such as Intelligent Interleaved DMA and Out-Of-Order Frame Reassembly to ensure high performance and data safety.

The 4Gb HBAs from QLogic offer a suite of technology advancements that help storage administrators in enterprises ensure complete business continuity, maintain application performance and cost-effectively scale their networks.

Storage administrators in large enterprises are trusted with nothing less than ensuring complete business continuity. That's why the most popular SANblade® HBA models have field-proven reliability of more than 1.7 million hours mean-time-between-failure.

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Sensory Networks announces the NodalCore IPS Accelerator for Snort with Gigabit Performance.

Their patented NodalCore technology turbocharges the world's leading Intrusion Detection and Prevention System to gigabit rates with unrivaled rule support.

Sensory Networks, the leader in acceleration technology for network applications, today released the NodalCore IPS Accelerator for OEM vendors of IDS, IPS, and UTM systems. The accelerator supports the Snort engine and performs content inspection of network traffic while assessing Snort rules in real time.

Traditional architectures dramatically drop in throughput once deep-inspection is turned on, according to Sensory. By offloading the CPU intensive content-matching functions to a pre-integrated C-2000 MX or Ultra PCI cards, it reduces system resource contention and accelerates throughput. It comes with the following features:

- 1Gbps end-to-end throughput with 60,000 rules loaded
- Compatible with Snort 2.4 and older versions
- Preprocessor support includes TCP stream reassembly, IP defragmentation and URI decoding.
- Suitable for OEM vendors of IDS, IPS and UTM systems
- Available now for C-2000 MX and Ultra PCI cards

Sensory Networks is a leading OEM provider of high performance network security acceleration technology. The company's NodalCore hardware acceleration products include a broad range of chipsets, accelerated software libraries, PCI acceleration cards and appliance platforms for Antivirus, Antispam, Antispyware, Content Filtering, Firewalls and Intrusion Detection/Prevention systems

For More Information Please Visit: www.Processor.com/SensoryNetworks3
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End Nodes - Email Appliance Advertisement

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Now small businesses can have the same level of protection against viruses and spam as enterprises. Symantec offers three email security deployment options designed specifically for small businesses.



Symantec Mail Security 8220 Appliance is preconfigured for ultimate affordability, while offering fast and easy deployment of protection technology used by more than 300 million mailboxes worldwide. Offering both inbound and outbound protection, the appliance provides multi-layered technology for best-in-class detection rates, as well as automatic updates to reduce administration load while increasing antispam effectiveness.



Symantec Brightmail™ AntiSpam software can be deployed on an existing email server or dedicated servers running Windows®, Linux®, or Solaris™. Email security policies can be personalized through the easy-to-use Web-based administration console and automated updates increase security effectiveness while reducing administrative efforts.



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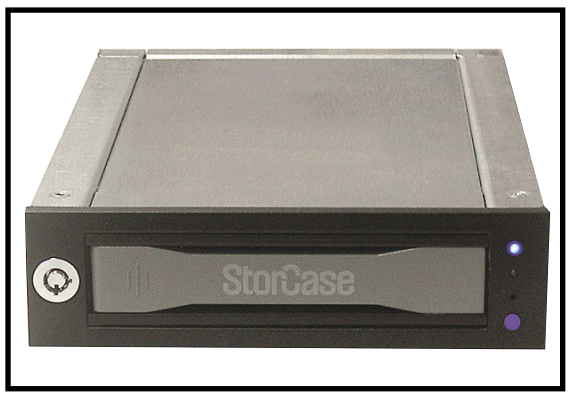
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End Nodes - Storage Advertisement

Faster SATA Removable D2D Backup Solution



The new Data Express DX115 removable drive enclosures supports up to 3Gbps Serial ATA (SATA) host connections and features Dantz Retrospect® backup software.

D2D backup solutions are rapidly becoming a preferred alternative to traditional tape backup. Compared to tape, D2D backup technology offers higher transfer speeds (performance improvements as high as 200%); lower costs (savings up to 50% over comparable tape solutions); greater ease of use; and 100% accuracy for restored data. The new Data Express DX115 backup solution for 3.5-inch SATA drives increases D2D backup speed with a direct 3Gbps SATA host connection.

"Data Express disk-to-disk backup solutions are designed specifically with unique features intended for small to medium-sized companies considering an alternative to the limitations and hassles associated with tape backup technology," says Diane Noneman, manager of product development for StorCase. "Our DX115 combines a uniquely compact and adaptable carrier design with the cost-effectiveness and latest levels of performance that our customers demand," added Noneman.

Rugged and versatile, Data Express products offer the highest frame-to-carrier interface connector ratings in the industry and exceed operating specification guidelines defined by leading drive manufacturers. Built-in quality details ensure ongoing performance in continuous drive swapping applications and provide the ultimate protection for high-performance drives.

For More Information: www.Processor.com/Storcase

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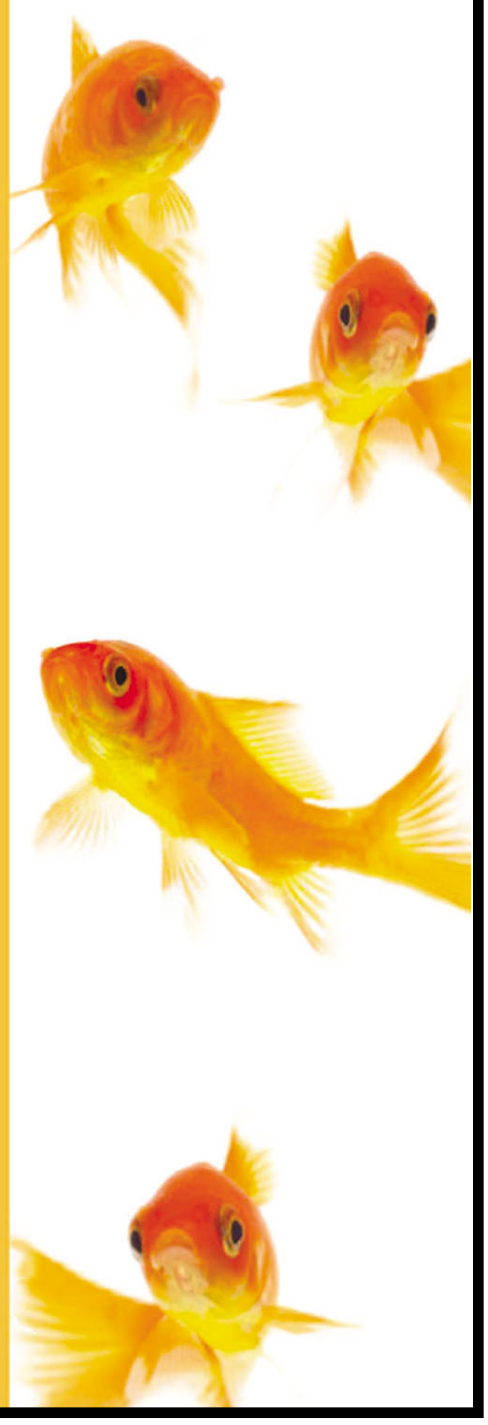
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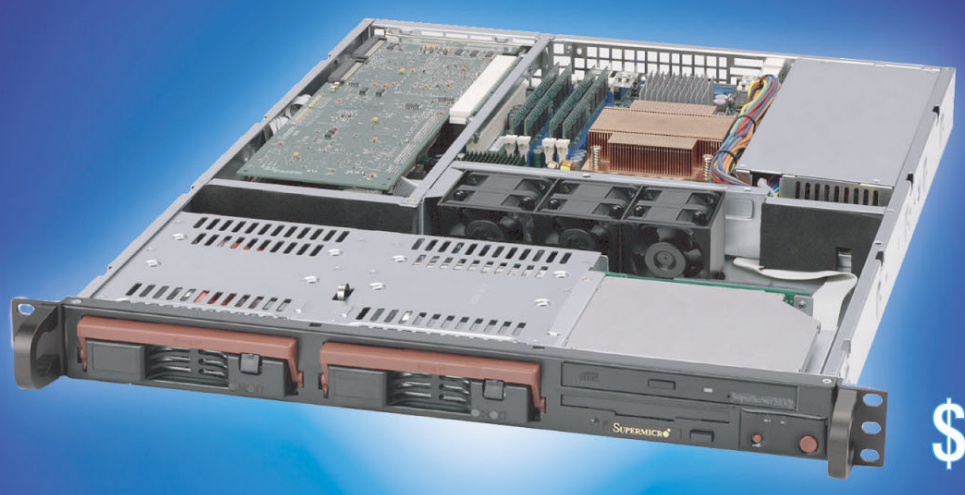
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